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Board of Trade Journal

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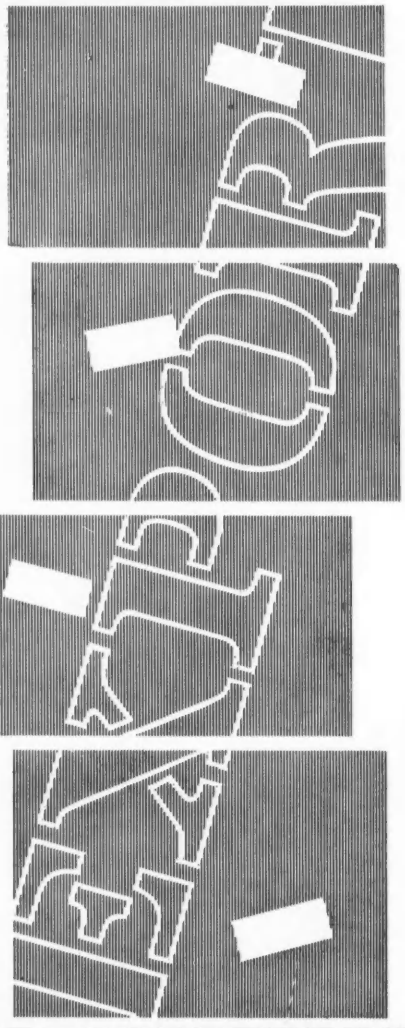

The British Industrial Exhibition in Toronto, 1st-5th May, the British Week in Toronto, 12th-21st October, together with Expo '67 and the British Columbia International Fair, highlight the opportunities in Canada for British goods. A helpful summary of the possibilities in this market for British manufacturers is given in the Midland Bank's "Spotlight" No. 14 entitled:

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Board of Trade Journal

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Front cover photograph

Precision grinding forming rolls; 16 pairs of progressive rolls are required to cold form stainless steel tubes. The rolls are being ground on a Jones-Shipman cylindrical grinder manufactured by A. A. Jones & Shipman Ltd., Leicester. These machines are performing similar operations in many parts of the world and for many years have been used in Luxembourg, particularly for training purposes in technical establishments.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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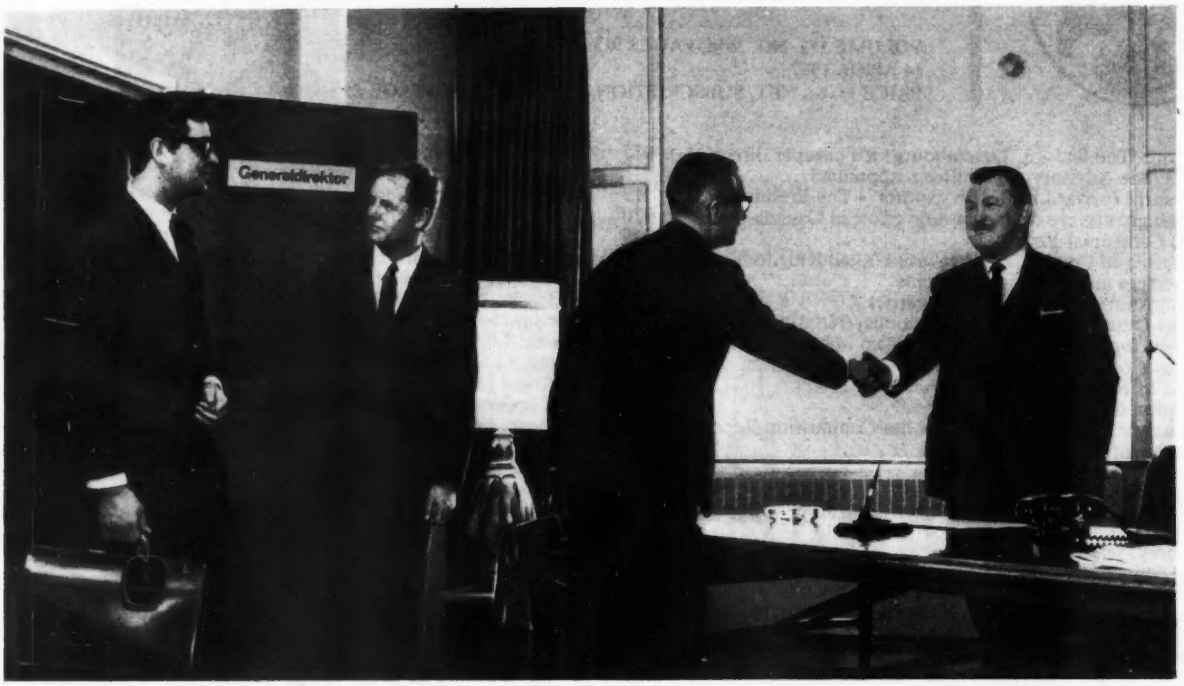

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TRADING WITH 'THE SIX' — 3

Luxembourg: it's cheaper direct

by the Commercial Section, British Embassy, Brussels

Previous articles in this series were on Italy (March 17) and The Netherlands (March 31).

LUXEMBOURG? Where's that? It is a small, independent country less than an hour from London Airport on a direct daily flight by British Eagle or Luxair, and it is about as good a jumping-off point as one can find for a tour of the export markets of Europe. About the size of Derbyshire, the Grand Duchy has common borders with France, Belgium and Germany and is not far away from the Netherlands. Communications by road, rail and air are good, with daily flights to Paris, Brussels and Frankfurt.

Until the Treaty of London just 100 years ago, which *inter alia*, demanded as the price for the Grand Duchy's independence the razing of its formidable defences, the town of Luxembourg was known as the Gibraltar of the north. Impregnable though it may have been to potential invaders at one time, there is no reason at all why it should be considered as such today by British exporters prepared to marshal their forces properly to break into a market admittedly dominated by their main European competitors. There is no prejudice against British goods – in fact, quite the contrary – and provided they are competitive in quality, price and delivery terms with those supplied from neighbouring countries, they can expect a limited but very satisfactory market, not only among its 300,000 people, who enjoy the highest standard of living of the EEC countries and who have to import over 80 per cent of their requirements other than foodstuffs, but also among the two million tourists who visit the country each year. In 1965 about 850,000 tourists spent an average of two and a half days in the country, and over a million more came as day trippers.

The national income per head of the population in the Grand Duchy has grown rapidly in recent years and was estimated to have been about £502 in 1965, as against £450 three years before. About half of all householders own the house or flat in which they live; and private consumption of electricity per head is perhaps the highest in Europe. At the end of 1966 there were some 300 telephones per 1,000 inhabitants, 490 radios and 330 cars. These and most other consumer goods are imported.

An iron and steel-based economy

The Luxembourg economy is based on the iron and steel industry, the former first established in Roman times, and the latter developed with the aid largely of German capital during the last century. The industry now provides, directly or indirectly, jobs for almost half the active population in the country and produces some 90 per cent of its exports. Four million tons of steel per annum is quite a feat for a country endowed with no indigenous coal and with only low-grade iron ore of its own. The rest of Luxembourg industry is confined practically to chemicals, rubber, earthenware, tobacco, textiles and breweries, although the rubber and plastics industries have made great advances in recent years with the establishment of new factories brought in by foreign principals taking advantage of the favourable terms for such investment in the Grand Duchy. But the machinery and most raw materials for these industries have to be imported.

As Luxembourg's import statistics are published only among those for the Belgium-Luxembourg Economic Union as a whole, it is difficult to give accurate figures for the Grand Duchy alone. The

The International Harvester Company of Great Britain Ltd. have found a market in Luxembourg for a number of their B-47 balers (seen here operated by a McCormick International 434 tractor). The company's sales in Luxembourg are handled by an affiliated company established in Belgium.

Board of Trade figures for British exports to Luxembourg are also only a very approximate guide because so many goods are routed via Belgium. There is no doubt at all, however, that by far the majority of Luxembourg's imports come from within the EEC, particularly from her immediate neighbours, and there is equally no doubt that there are many untapped sources of opportunity for British exporters, both in the consumer and the capital goods fields.

One of the reasons why Britain has not yet achieved an appropriate share of the market is that many exporters do not think of Luxembourg as a separate entity and have not considered the advantages of dealing direct with Luxembourg rather than through an agent in say, Belgium. Of course, Luxembourg has been in an Economic Union with Belgium since 1921, and in the Benelux customs union since the last war. The currency of Belgium and Luxembourg is on a par and, with the Netherlands, they share the same tariff. But these are not reasons in themselves for treating the Luxembourg market as an appendage to one or other of the two countries. There might be better reasons for having an agent in Germany to cover Luxembourg: the German language is just as current as French. But the main point is that the Luxembourg importer does not like being treated as second cousin to his Belgian and Dutch counterparts; and, even more important, a substantial price difference can result from exporting goods through Belgium rather than direct. There are instances where British goods are completely outpriced by their competitors, only because the Luxembourg importer has to obtain them through a general importer in Belgium. Take toys, for example.

A consignment of toys worth £100 c.i.f. Antwerp is sent to Belgium. The importer pays 20 per cent Benelux customs duty

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plus 20 per cent Belgian transmission tax and 4 per cent surcharge on imported goods, which brings the cost to £149, plus the cost of documentation, subsequent transport, etc. The toys are then put in a warehouse, from which a Luxembourg customer is supplied. The Luxembourg importer then pays a profit margin to the Belgian firm, transport to Luxembourg, and a further tax of 3 per cent. Before he adds his own margin, therefore, the toys have already probably cost something in the region of £185. Had these toys been sent direct to Luxembourg they would probably have cost slightly more at the border than at Antwerp (although they might also have been sent more cheaply by air direct); but the Luxembourg importer would have had to pay only the 20 per cent Benelux customs duty and 3 per cent tax, thus bringing the price to about £130. Even if the Belgian agent took a commission on the sale the price in Luxembourg would still be very much lower than under the other arrangement. Of course, the margin of difference is much less if the goods are not taken out of bond in Belgium; and it is not for every type of goods that it is practical to send them direct, much less to hold special stocks in the Grand Duchy. Nevertheless, this is an aspect of trade with Luxembourg which is constantly overlooked by British exporters and is very much worth special consideration not only by newcomers to the market, but also by those with agency arrangements already established in Belgium for the whole of the Economic Union. Beware, too, of the agent in a neighbouring country to Luxembourg who claims to cover the market but simply sits back and waits for orders to be directed to him by his principals.

Channelling goods to the Grand Duchy

The best arrangement of channelling goods to the Grand Duchy obviously varies with the product and the potential size of the market for each particular commodity: it might be possible to appoint a separate agent in Luxembourg; there may be no need for an agent at all since many Luxembourg wholesalers, and even retailers, are used to doing their own importing; or a commission agent in Belgium or another neighbouring country may be the only practical way of handling the market. The channels of distribution in Luxembourg are in some ways different from those of her neighbours. There are, for example, no department stores as we know them in Britain, as a law dating back to the 1930s forbids retailers from carrying more than two or three ranges of goods (textiles and fancy goods, for example). Moreover, there is a limit of two to the number of branches of the same store which may be opened. But these factors are of less importance to the potential salesman when he takes into account that about 60 per cent of the population live in the two main towns of Luxembourg and of Esch-sur-Alzette, in the steel centre in the southern part of the country. There are also very few importers or wholesalers who deal in only one commodity, simply because the market is not large enough to support a large number of specialist firms. The common factor with neighbouring countries, however, is that the Luxembourger is used to being wooed by his suppliers and expects to get prompt and accurate delivery of whatever he chooses to order. He is not used to ordering in large quantities nor to keeping larger stocks than he can turn over rapidly. Although the importer may exhibit his principals' products at the annual International Fair in Luxembourg, he expects the manufacturer to carry the main burden of advertising expenditure.

A highly competitive market

Luxembourg is a highly competitive market, but not more so than most others in Europe. In fact, it can be said to be easier in the sense that there is very little domestic manufacture to contend with and British exporters are on more equal terms with their competitors. Experience has shown that the move towards a common EEC customs tariff has not yet had an insuperable effect on the competitiveness of most United Kingdom goods, and the language barrier presents no difficulties for exporters who are already accustomed to marketing in France, Belgium, Germany

(*Continued on page* 918)

Market Leaders

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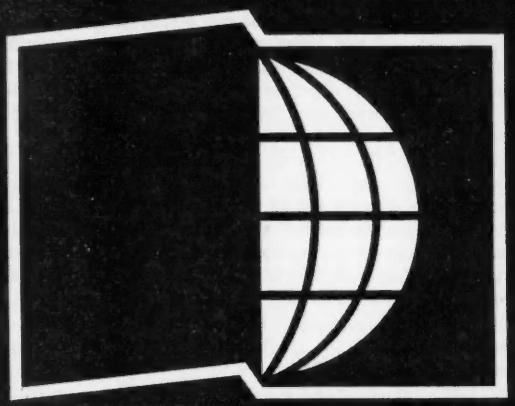

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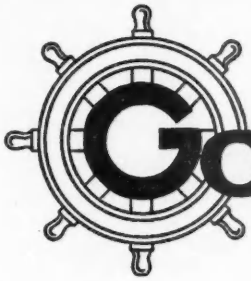

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LUXEMBOURG, *continued*

or Switzerland. Although the people here have their own language, Luxembourgish, they do not expect a foreigner to understand it, and they all speak French and German. Trade literature prepared in these languages for other markets can therefore be used in Luxembourg as well. Although French is the official language, many merchants prefer to correspond in German. Many understand English, too, and a visiting businessman from Britain need have no fear of not being able to make himself understood; but he should not at a later stage expect his contact in Luxembourg to make a special effort in the English language when most of his suppliers correspond with him in the language he readily understands.

The essential first step of the potential exporter to Luxembourg is, however, to investigate thoroughly the most profitable of the various ways of marketing in the Grand Duchy. Choosing the right channel of supply at the outset may make all the difference between selling or not selling the goods. The Commercial Section of the British Embassy (16 boulevard F. D. Roosevelt, Luxembourg) can give a great deal of advice in correspondence, but there is no substitute for seeing for oneself the situation on the spot. It is so easy, and so comparatively cheap (less than £20 return from London) for a British exporter to get on an aeroplane and come and see the market for himself. The Commercial Section has yet to learn of a business visitor to Luxembourg from the United Kingdom who has returned dissatisfied with his trip, and many have taken home orders which have in any event covered the fare. They unfortunately cannot guarantee a free trip every time, but they have at least every intention of trying to maintain this record.

Why not spend a long weekend in Luxembourg after the British Week in Brussels from September 29 to October 7. The weather is always best in the autumn, and two or three days to study the market, plus a weekend in the attractive city of Luxembourg or visiting the romantic ruins set in charming countryside, is something not to be missed.

Board of Trade Advisory Committee reappointed

MR. DOUGLAS JAY, President of the Board of Trade, has reappointed the following members of the Board of Trade Advisory Committee (BOTAC) with effect from April 1, 1967:

Sir William Lawson (chairman); Mr. P. O. Williams; Brigadier L. H. McRobert; Mr. H. Ballantyne; Mr. P. Robinson.

There is one vacancy on the committee caused by the death of Sir Lionel Poole.

The committee is the independent body of business and professional men set up under the Local Employment Act, 1960 which advises the Board of Trade on all applications for financial assistance (building grants and general-purpose loans and grants) under the Local Employment Acts, 1960-1966 for projects which provide employment for the benefit of development areas in Great Britain.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 878 of April 7 issue.

Changes in Hire Purchase and Hiring Controls

AS STATED by the Chancellor during his Budget speech in the House of Commons on April 11, the Board of Trade have made the Hire Purchase and Credit Sale Agreement (Control) (Amendment No. 6) Order 1967 No. 576. The effect of this Order is to reduce the minimum deposit payable in respect of hire purchase or credit sale agreements entered into on or after April 12, 1967, from 40 per cent to 25 per cent for three-wheel motor cars, mechanically propelled bicycles and tricycles and auxiliary units therefor, and for sidecars, and from 33⅓ per cent to 25 per cent for bicycles and tricycles not mechanically propelled. For all these goods the maximum period for repayment of the balance is increased from 24 months to 27 months. There are no changes in the minimum deposit or maximum period of repayment for other goods subject to the control.

The Board of Trade have also made the Control of Hiring (Amendment No. 4) Order 1967 No. 575 which reduces the advance rentals or charges payable before a hiring agreement for a three-wheel motor car, mechanically propelled bicycle or tricycle or sidecar, is entered into from 42 weeks to 26 weeks. There is no change in the advance rentals or charges payable on other goods subject to the Control.

Copies of the relevant Orders SI 1967 No. 576 (price 5d. or 8d. by post) and SI 1967 No. 575 (price 3d. or 6d. by post) are obtainable from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

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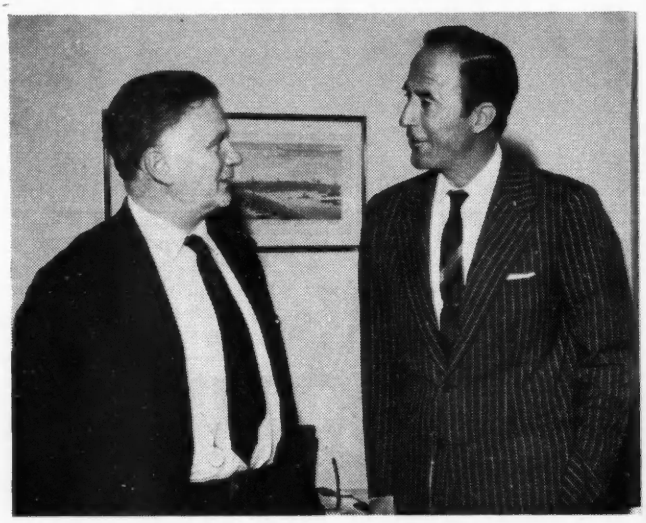


Senor Julio Calleja, the Director General of Energy in the Spanish Ministry of Industry (right), with Lord Walston, Parliamentary Secretary, Board of Trade, when he called at the Board of Trade in London recently. Senor Calleja, who is accompanied by Senor J. Ortega Costa, Head of Nuclear and Energy Co-ordination Sections of the Spanish Department of Energy, is spending a week in London as the guest of the British Government.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

'A major surge forward in British exports'

—The President

'DURING the last two years, a major surge forward in British exports has been achieved, which has been of the utmost possible benefit to our economy as a whole', said Mr. Douglas Jay, President of the Board of Trade, at a luncheon given by Birmingham Corporation at Birmingham Airport (Elmdon), to mark the inauguration of the extension to the main instrument runway, on April 7. 'Between 1964 and 1966 British exports rose 14 per cent – which is the highest rise in any two years for 10 years. This expansion of exports has been the main cause of the dramatic recovery in our balance of payments and strength of the pound'.

The President said that in some areas we had achieved quite spectacular increases in exports. Our sales to the United States had totalled £621 million in 1966, which was more than 50 per cent higher than in 1964. To the Soviet Union and Eastern Europe we had achieved a rise of 29 per cent in 1966 alone, and to Japan 28 per cent. Our exports to Western Europe, including EFTA and the EEC were 9 per cent higher last year than in 1965 and 14 per cent higher than in 1964. More remarkable since EFTA and the EEC were launched at the end of the 1950's, we had achieved an increase in exports since 1960 of 71 per cent to EFTA and 70 per cent to the EEC.

'Two industries in which the Midlands is closely interested – motor vehicles and aircraft – reached very high export figures in 1966', said the President. 'Total vehicle and component exports were £743 million and aircraft exports £201 million.

'Thanks to these export successes in the last two years, our deficit in visible trade with the whole world has been steadily cut from £543 million in 1964 to £269 million and £138 million in 1966 – i.e. it was just about halved both in 1965 and in 1966. In the first two months of 1967 it was running at only £5 million a month which is barely half the monthly rate for 1966. Thanks mainly to this – and the main credit goes to British exporting industries – and the deficit on the current and long-term capital balance of payments has been cut from £761 million in 1964 to £189 million in 1966. In the last quarter of 1966 we actually showed a surplus of £121 million – partly in these months due, however, to unusually low imports'.

Looking back to what he called the 'remarkable exporting effort British industry has made since the war', the President pointed out that in 1938, we paid for about two-thirds of our visible imports with visible exports. In 1964, the proportion was about 90 per cent. This rose in 1966 to 97 per cent and in the first two months of this year about 99 per cent. The job now was to press on beyond the 100 per cent and build up an actual trade surplus which would enable us to repay debts, and invest abroad again at a faster rate. It was also to the credit of British industry that in 1965 we exported 14 per cent of our national product, compared with 10 per cent by Japan and 4 per cent by the United States. 'But in case anybody grows complacent', added the President, 'West Germany did slightly better at 15 per cent, and there is no reason whatever why we should not do as well as Germany. Nor is just a few months spurt in exports good enough. It has got to be sustained over a long period since imports must be expected to rise in the future'.

Mr. Jay then spoke of the ways in which the Government and the Board of Trade in particular, had supported industry's export effort during the last two years with new and improved export services and facilities. 'We have introduced tax rebate for exports', he said, 'a whole series of better export credit schemes (including lower premiums, wider cover and improved bank guarantee facilities with lower interest rates), a series of grants for export missions overseas and buying missions here, an ever-growing programme of exhibitions, British Weeks and Store Promotions overseas, and many other schemes largely run by the industrialists manning the British National Export Council with financial help from the Government. Last year, the Board of Trade supported 155 overseas trade shows, 188 store promotions (twice as many as in 1965) and 191 export missions and market research schemes. We are organizing and shall support even more this year. The Export Services Branch and regional Export Officers of the Board of Trade are ready with a great wealth of export intelligence free to industry; and the ESB dealt with a record number of inquiries – 438,000 by post alone last year, at a rate of 15.2 per cent above 1965'.

All this was offered to small firms as well as large. Many opportunities were now also on offer for publicity overseas about British goods by film, through the BBC and Central Office of Information. For instance, 88 films on British trade and industry were recommended for official use abroad last year. The business of ECGD was steadily expanding; for instance, 138 specific bank guarantees were issued in 1966 compared with 50 in 1965. Altogether the department guaranteed more than £1,600 million and 30 per cent of our exports. In all this, what the Board of Trade

(Continued on next page)

SIR PATRICK DEAN VISITS BRITISH FIRMS

Sir Patrick Dean, British Ambassador to Washington, recently made a 10-day tour of Britain to talk to top executives in industry about exporting to the United States. In the picture on the left Sir Patrick (centre) is discussing new techniques in solid state radio receivers with Mr. E. T. Harrison (left), chairman and managing director of Racal Electronics Ltd., and Mr. R. Borham, the company's works manager. On the right Sir Patrick is seen admiring a high quality hunting rifle marketed in the United States by The Birmingham Small Arms Co. Ltd. He is with (left) Mr. A. Cox (BSA guns sales manager) and Mr. L. J. E. Beeson (the group's director of administration and finance).

'A MAJOR SURGE FORWARD IN BRITISH EXPORTS',
continued

sought to do is to give the greatest possible support and help to industry itself in finding markets and meeting the demands of our customers overseas.

We were also working all the time to open up new markets for British goods by getting tariffs and other barriers removed or curtailed. We had achieved in EFTA in a few short years a completely tariff-free market in industrial goods of 100 million people, whose income per head was even higher than that in the EEC. There were still major opportunities of selling British goods in the huge and rich EFTA market which we had not yet fully tapped. 'I was delighted last autumn when Finland agreed to reduce their revenue duties on British motor cars, and we are pressing Norway also to give us the preference which all other EFTA countries have now granted', said the President.

The Kennedy Round negotiations, now reaching a climax in Geneva, offered the greatest opportunity in history for accelerating the increase in world trade to the benefit of all, and the greatest that was likely to occur for many years to come. The total imports of all the countries taking part in the Kennedy Round was over £50,000 million which was three times the total of all EEC imports and four and a half times that of EFTA. The British Government was working strenuously in Geneva to achieve a far-reaching agreement before the target date this summer; and with fair give-and-take all round – and there must be give as well as take by all – there was no reason why these efforts should not be brought to success in the next few weeks.

The President continued: 'Most of us, I believe, felt real anxiety about the difficulties of the motor industry and its many component trades in the Midlands last autumn, following the measures of restraint which the Government were compelled to take by the balance of payments situation last July. It is reassuring to know that the number of workers temporarily stopped in Birmingham has dropped from 36,750 last November to 3,700 in March this year – a fall of about 90 per cent – the total number of unemployed at the same time fell from 46,800 to 16,900. We should all like to see the rise in production and employment going faster; and far the best way of achieving this – and indeed the only way to combine overseas solvency with growth at home – is to speed up the export momentum even faster. In view of the Government, it will be far better for our national livelihood in the long run if expansion comes through higher exports and investment than by too rapidly rising consumption at home.

'That is why the Board of Trade increased last November the rate of investment grants available in 1967 and 1968 to 25 per cent in the country as a whole and 45 per cent in the now wider Development Areas; and why again we have already started the payment of these grants to industry in April instead of July as we promised. We have done better than our word. The Board of Trade investment grants staff have been recruited and trained in the five offices at Glasgow, Cardiff, Southend, Billingham and Crosby quickly enough to handle the claims coming forward from industry sooner than we had promised.

'We have distributed 160,000 copies to industry of what I hope is a simple booklet explaining how this investment grants system works and how any firm should apply. Throughout the investment grants and selective employment tax schemes, the major benefit has been given to manufacturing industry, because so much of the national effort to achieve a real surplus in our balance of payments falls on manufacturing firms.

'I would like to repeat emphatically again – though it is constantly being affirmed by members of the present Government – that we believe in a mixed economy, with plenty of private as well as public enterprise; and we want to see both our private and public enterprises thriving, paying their way, and earning a reasonable profit. I am a whole-hearted believer in both private and public enterprise making reasonable profits wherever it can be done. For instance, I am delighted that BOAC – one of the main nationalized enterprises for which the Board of Trade is now responsible – has this year declared a record profit of £23 million. I may say that the present Government gives investment grants to private and not public industry. The essence of our incomes policy is to ensure that rewards and incentives are fair all round; and though that certainly is not the easiest job in the world in a complex modern society, the present Government has put its hand to it, because there is no other way of keeping our export costs down, and the Government means – with the help of all sections of industry – to carry it through.

'One influence likely to sustain incomes and demands this year, in addition to rising exports, is the growing volume of public investment. People who complain of rising Government expenditure sometimes forget that a very high proportion consists of the new investment programmes, for instance, of industries such as electricity and gas, on which manufacturing and exporting industry in turn depend – as indeed some Midland firms discovered a year ago when a gas shortage occurred.

'A high proportion of increased public investment this year will be of this productive kind, and will obviously be for the long-term benefit of British industry as a whole.

'Another example of public investment, for which I happen to be responsible, is the development of civil aviation and airports. I am therefore delighted to have come to Birmingham today to open the runway extension at Birmingham Airport. Air travel, we all know, is essential to modern business enterprise and exports in particular. I congratulate Birmingham Corporation on their enterprise – and this is indeed municipal enterprise – in planning this runway extension in which they have had the full co-operation of the Government. We certainly do not want all of our air traffic or anything else to be concentrated in London and the South-east and for this reason I am very glad that many more types of aircraft, including jets and larger aircraft will now be able to use Birmingham airport, and bring growing traffic to it.'

1967—the biggest ever sales promotion effort in Canada

'A MAJOR EFFORT to step up exports to Canada' was how Mr. Douglas Jay, President of the Board of Trade, described British trade promotions in Canada during 1967. Speaking on April 10 at a conference for the British Industrial Fair at the National Industrial Production Show, Toronto, and the British Pavilion at the British Columbia International Trade Fair, Vancouver, Mr. Jay said that although the United Kingdom trade deficit with Canada had been steadily reduced over the past few years and exports during 1966 totalled £215 million, it was intended during 1967 to make the biggest ever sales promotion effort in Canada. The four major events connected with this were Expo 67, Montreal; the British Industrial Fair at the Production Show in Toronto, opening on May 1; the British Pavilion at the International Trade Fair in Vancouver, opening on May 17; and the British Week in Toronto.

'CANADA'S CENTENNIAL YEAR'

An article on the British Pavilions at the British Industrial Fair, Production Show '67, Toronto and the British Columbia International Trade Fair, Vancouver will be included in a 56-page illustrated supplement to the *Board of Trade Journal* next week. Entitled Canada's Centennial Year – Britain's trade opportunities', the supplement will also carry messages from Mr. Douglas Jay, President of the Board of Trade, and the Hon. Robert Winter, Canadian Minister of Trade and Commerce, and articles on British Week, Toronto and Expo '67.

An article on the Business Development Bureau at Expo '67 appears on page 960 of this issue.

Extra copies of 'Canada's Centennial Year – Britain's trade opportunities' maye be obtained free on application to the Library, Board of Trade, 1 Victoria Street, London, S.W.1.

Earlier, Mr. P. C. Allen, chairman of the BNEC's Committee for Exports to Canada, had in opening the conference spoken of the help and encouragement received by the BNEC in their sponsorship of the three major trade events with which they had been concerned in Canada from the President of the Board of Trade and from his permanent officials. 'What is being done to promote our trade and business with Canada', he said, 'represents an exceedingly happy combination of Government and industry'. Mr. Allen concluded: 'We are hoping that the trade shows and the British Week will push us to the figure which I have been hoping we would attain – £250 million in 1968.'

Details of the plans made by British Overseas Fairs Ltd. for the

British Industrial Fair in the Production Show, Toronto, and the British Pavilion at the International Trade Fair, Vancouver, were then given by Mr. W. P. N. Edwards, chairman, British Overseas Fairs Ltd. In both cases, he said, the British exhibit would be the largest single national one at the show. 'These two British promotions', he said, 'to be followed next October by the British Week in Toronto, represent the most determined bid yet made by British industry to increase our share of Canada's rapidly growing market.'

Sir Ralph Perring, chairman of the London Steering Committee of British Week, Toronto, to take place from October 12 to 21, in a short statement said that this retail British Week promotion, the first to be held on the American continent, would be on a larger scale than any that had yet been staged. 'Our main exertion', said Sir Ralph, 'has been to organize a "hard sell" amongst the manufacturers at home, and well over 1,300 British firms have expressed their interest.'

A warm welcome to British participants in the two trade fairs was extended by Mr. G. F. Murray, deputy high commissioner for Canada, on behalf of his country. Canada's hope, he said, was that 1967 would stimulate economic and commercial relations between Canada and other countries, and especially between Canada and Britain.

Soviet Minister of Foreign Trade to visit United Kingdom

MR. N. PATOLICHEV, the Soviet Minister of Foreign Trade, is to visit the United Kingdom at the invitation of Mr. Douglas Jay, President of the Board of Trade. He will arrive in London on April 20 for about a week. During his stay he will discuss with Mr. Jay the future of Anglo-Soviet trade as foreshadowed in the joint statement issued at the conclusion of Mr. Kosygin's talks with Mr. Wilson in February.

British Overseas Airways reappointments

THE BOARD OF TRADE announce the following two further reappointments to the Board of the British Overseas Airways Corporation: Lord Normanbrook (member, part-time, until June 5, 1970); Mr. A. G. Norman (member, part-time, until June 19, 1970).

Note:

The reappointments of Mr. Keith Granville, Mr. C. E. M. Hardie and Sir Duncan Anderson were announced in the *Board of Trade Journal*, April 7, page 855.

New customs form for warehousing entries

HM CUSTOMS and Excise announce a new form to be used when importing goods are to be deposited in bonded warehouse. This Form G.W.10 (Entry for Warehousing) is a five-page carbon-backed form and will replace the existing warehousing entry forms (X.S. 46, 46A, 108 and 109). A supplementary single copy Form G.W.10A is also available for use by an importer or agent who wishes to retain a carbon copy of his entry.

The new form must be used from May 1, 1967. Supplies of the form and of an explanatory leaflet (Notice No. 141) can be obtained from Customs officers where warehousing entries are accepted.

The Import Duties (Temporary Exemptions) (No. 3) Order 1967

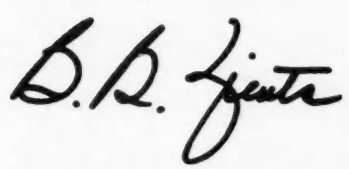
THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 3) Order 1967.

This Order provides for the temporary exemption from import duty, until June 11, 1967, of certain floating oil booms.

The Order came into operation on April 11, 1967, and has been published as Statutory Instruments 1967 No. 555.

Copies of the Order are obtainable direct from Her Majesty's Stationery Office, price 5d.

WHEN YOU'RE IN NEW YORK CALL ME . . . WE'LL TALK ABOUT IMPORTS



This unusual message – accompanied by a genuine dime for the phone call – is incorporated in the personal card of Mr. Bernard B. Zients, executive head of Gimbels, the giant New York department store. Gimbels' interest in selling British goods led to Mr. Zients being a speaker at the Action Conference on Exporting to the United States held in London in February, and more recently has been rewarded by the presentation of an Ambassador Award.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 28, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.42	Nickel carbonate, basic .	Nickel carbonate . .	December 31, 1967	6962
29.01	Biphenyl . . .	Diphenyl . . .	July 31 1967	13007
29.01	Bu-2-ene, mixed isomers .	Cis and Trans but-2-ene .	December 31, 1967	6555
29.08	13β-Ethyl-17α-ethynyl-3-methoxygona-2, 5 (10)-dien-17β-ol	As in previous column .	December 31, 1967	6993
29.21	Tri-(2-ethylhexyl) phosphite	As in previous column .	December 31, 1967	2136
29.21	Triethyl phosphite . .	As in previous column .	December 31, 1967	13002
29.21	Trimethyl phosphite .	As in previous column .	December 31, 1967	13003
29.25	Methyl 4 - acetamido - 5 - chloro - 2 - methoxybenzoate	As in previous column .	December 31, 1967	6990
29.25	Methyl 4 - acetamido - 2 - ethoxybenzoate	As in previous column .	December 31, 1967	2953
29.28	4 - Anilinophenyldiazonium hydrogen sulphate	4 Diazo diphenylamine sulphate	December 31, 1967	6988
29.35	1, 3, 4, 6, 7, 8-Hexahydro-4, 6, 6, 7, 8, 8-hexamethylindeno[5, 6-c]-pyran	(6-oxa-1, 1, 2, 3, 3, 8-hexamethyl-2, 3, 5, 6, 7, 8-hexahydro - 1H - benz (f) indene)	December 31, 1967	6967
29.35	Tetra(dichloro-1, 3, 5-triazinetrione) - trichloro-1, 3, 5-triazinetrione complex, tetrapotassium derivative	(Monotrichloro) - tetra - (monopotassium dichloro) pentaisocyanurate	December 31, 1967	6965
29.35	2 - (3 - Trifluoromethyl-anilino)-nicotinic acid	2 - (m - trifluoromethyl - 3 anilino) nicotinic acid	December 31, 1967	13001

ECGD backs £4½ million contract for Venezuela

THE EXPORT CREDITS Guarantee Department on April 6 signed a Financial Guarantee covering a £4½ million contract obtained by The Mirrlees Watson Company Limited of London and Glasgow.

The contract, which was signed on March 1, is for the supply, installation and erection of a complete cane sugar factory for Central Azucarero Portuguesa, C.A., Venezuela, scheduled for completion in 1969.

The loan of about £3½ million is being managed by Antony Gibbs & Sons Ltd. on behalf of a consortium of banks, and is repayable over a period of fifteen years from the date of signing of the loan agreement.

Prevention of Fraud (Investments) Act 1958

THE 1967 EDITION of the annual publication* containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31, 1967, has now been issued by the Board of Trade. It contains the names and addresses of holders of principals' licences, of members of stock exchanges, of associations of dealers in securities which are recognized by the Board, and of exempted dealers. Particulars of unit trust schemes authorized by the Board are also included.

THE FOLLOWING changes have taken place since January 31 in the list of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958. These particulars should therefore be amended accordingly in the 1967 edition.

Licensed Dealers

Additions:

N. K. Cosgrave & Co. Ltd., Garrard House, Gresham Street, London, E.C.2.
White, Weld & Co. Ltd., Winchester House, 77 London Wall, London, E.C.2.
Barrie Vanger & Co. Ltd., 55/57 High Holborn, London, W.C.1.

Deletion:

Unit Assurance Co. Ltd., Milton Court, Dorking, Surrey.

Change of Address

Armore Marden & Partners Ltd., 4 Coleman Street, London, E.C.2.
Robert Fraser & Partners Ltd., 55 Grosvenor Street, London, W.1.
Robert Fraser & Partners (Midlands) Ltd., 21 Waterloo Street, Birmingham 2.
Weeden & Co., Gillett House, Basinghall Street, London, E.C.2.

Exempted Dealers

Additions:

Wallace Brothers & Co. (Holdings) Ltd., 4 Crosby Square, London, E.C.3.
Forward Trust (Finance) Ltd., 12 Calthorpe Road, Edgbaston, Birmingham 15.

* 'Particulars of Dealers in Securities and of Unit Trusts 1967.' Published under the Prevention of Fraud (Investments) Act 1958. Copies from HMSO, 49 High Holborn, London, W.C.2, and branches. (Price 4s. 6d. net.)

The Board of Trade has just produced
Two New Export Handbooks

Together they give you 164 pages of information that every exporter should have

Handbook No. 1
"SERVICES FOR BRITISH EXPORTERS"
This is a guide to the help exporters can get from the Government and other sources.

Handbook No. 2
"ECGD CREDIT INSURANCE AND FINANCIAL SUPPORT SERVICES"
This describes the various types of credit insurance schemes offered to exporters.

Complete this coupon now and we'll send you as many free copies of these two Handbooks as you require for distribution to your export staff.

To: Information Division (Room 643), Board of Trade, 1 Victoria Street, London, S.W.1
Please send me.....free copies of Handbook No. 1 and.....copies of Handbook No. 2.

NAME _____
BLOCK CAPITALS PLEASE
FIRM _____
ADDRESS _____
(EH38)

£1¼ million contracts at Cumbernauld

CUMBERNAULD Development Corporation announced on April 4 that contracts worth nearly £1¼ million have been awarded for major projects in the town. This brings the total of contracts awarded in the last eight weeks to £3¼ million.

The largest single contract is to Tarmac Civil Engineering Ltd., of Denny for building a two-level interchange at Janes's Brae, on the west of the town. J. B. Bennett (Glasgow) Ltd., of Kilsyth are to build 99 houses at Ravenswood I at an approximate cost of £340,000. Work will start at the end of April. Thyssen (Great Britain) Limited are to extend the road system in the Wardpark Industrial Area at a cost of £140,000. Also in the Wardpark Industrial Area, a purpose-built warehouse costing £82,000 is to be erected by Melville, Dundas and Whitson Limited for Arthur and Company (Floorcoverings) Ltd., while Cavenham Foods Limited are to have a £37,000 warehouse built by A. B. Hornall Limited.

Both Arthur & Company (Floorcoverings) Ltd. and Cavenham Foods Ltd. are moving from rented advance factories to purpose-built premises within a short time for their setting up in Cumbernauld.

'A magnet of irresistible power' in Northern Ireland

NORTHERN IRELAND aims to make its labour training system 'a magnet of irresistible power' to attract industry, Mr. W. J. Morgan, Ulster's Minister of Social Services, said on April 6. Mr. Morgan's is a recently created ministry, which has taken over the functions of the former Ministry of Labour. At present the output of trainees from Government training centres in Northern Ireland is running at six times the rate of that from similar centres in Britain, in proportion to population.

Mr. Morgan was opening a new Government training centre on the Maydown Industrial Estate, Londonderry, where 100 adults and 200 apprentices are already being trained or retrained. He said that many of them had jobs assured in engineering firms on the estate. There was now 140,000 sq. ft. of training space in Northern Ireland centres, providing 1,200 places at any one time. By the end of 1968 there would be 200,000 sq. ft. turning out 3,000 to 4,000 trained men annually. The Londonderry centre provided instruction in 12 different types of engineering and allied techniques.

Consideration of mergers by the Board of Trade

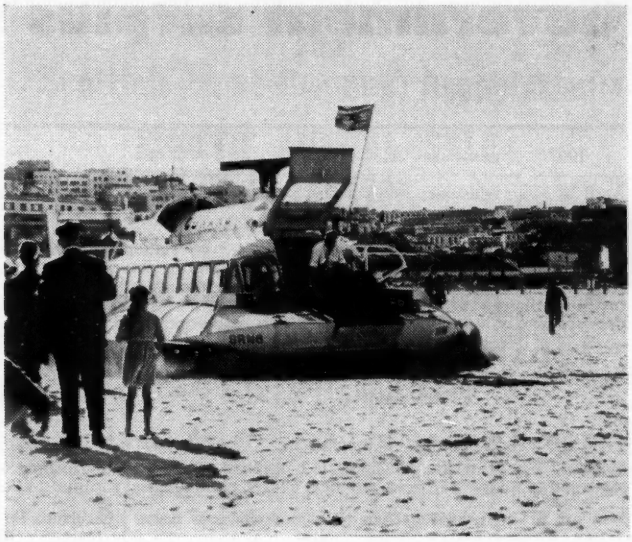
IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of Lewis's Bank Ltd. by Lloyds Bank Limited to the Monopolies Commission under the provisions of that Act.

Film industry's proposals on Monopolies Commission's report

REPRESENTATIVES of the Rank Organisation, the Associated British Picture Corporation, the Film Production Association, the Kinematograph Renters Society, the Association of Independent Cinemas and the Cinematograph Exhibitors Association met with officials of the Board of Trade on April 10 to consider the implementation of the Monopolies Commission's Report on the Supply of Films for Exhibition in Cinemas.

A full discussion took place on a memorandum drawn up and signed by all the above companies and organizations.

The Board of Trade are now considering the industry's proposals in the light of the discussion.



Tangier had its first visit from a Hovercraft SRN6 on April 1. The model, owned by the Cunard Line and carried on the m.v. 'Sylvania', came over from Gibraltar on a trial run with Mr. George of the Westland Aircraft Limited aboard. Mr. Said Boulaid, a director of COMET, the Moroccan company which is engaged in negotiating the purchase of two such craft intended to operate from Tangier this year, organized at very short notice a trip on the craft for a party of VIPs who included the Acting Governor of Tangier Province and Mr. Consul-General Ramage. This party embarked from alongside in the port and circled the bay at speed in full view of the town and the town beach. They disembarked and re-embarked on two beaches, one rocky, visibly impressing those on shore and visibly impressed themselves at its performance.

Scientific mission from West Germany

A LARGE, high-powered mission from the West German scientific world arrives on April 16 for a week of visits to British firms. The mission is sponsored by the Scientific Instrument Manufacturers' Association and supported by the British National Export Council. It was instigated by SIMA's Export Committee and has aroused tremendous interest among the Association's members.

West Germany is traditionally a strong rival to Britain in scientific and technical matters, but it is now also one of our best markets for scientific instruments and related goods. Between 1961 and 1966 Britain's exports to West Germany of these goods increased dramatically, from £3.4 million to £9.5 million. Imports remained relatively stable during the same period, increasing only from £10.5 million to £11.5 million. The mission should help to close this particular trade gap even further.

Cosmetic and perfumery firms visit Canada

REPRESENTATIVES of five British cosmetic and perfumery firms are flying to Toronto on April 15 to prepare for representation at British Week, Toronto (October 12-21). The mission is sponsored by the British National Export Council and is the first collective overseas mission ever undertaken by members of the Toilet Preparation Federation Ltd.

The companies represented are: Cyclax of London, Taylor of London, Michael Denham Ltd., M. & R. Norton, and Columbia Products Ltd. The mission will be led by Mr. G. H. Forsythe, joint managing director of Cyclax.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
April 18 .	**Machine tools, industrial equipment, textiles, miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 58 Merrion Street, Leeds, 2. (Tel. Leeds 20898.)**

Grinding machines; folding and sawing machines; compressors; fork lift trucks; electric truck; electric welding and spot welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity roller; extending ladders; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; theodolites; clocks; workshop equipment; MT spares; tool kits; electric, wireless and signal equipment; ironmongery and household items; textiles including canvas, tents, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment; wood boxes; clothing including greatcoats, battle dress, raincoats, jerkins, shirts, vests, drawers, boots and shoes; furniture including folding chairs and forms, dining chairs and tables, wardrobes, and numerous other items of miscellaneous stores.

April 27 & 28	**Commercial and private vehicles, miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, By Kirmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Saloon and estate cars; Land Rovers; tractors; trailers; trucks; cranes; self-propelled and trailer fire pumps and fire service equipment; recovery equipment including blocks, tackle, winches, etc.; machine tools and lathe turning tools; electric motors; ammunition boxes; binoculars; telescopes; watches; hand tools and tool kits; lead acid batteries; clothing and textiles; furniture; kitchenware; and a large assortment of miscellaneous stores.

May 9 & 10 .	**Vehicle, machine tools, miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. Burton-on-Trent 5061.)**

Austin 'Champs'; Land Rovers; Morris petrol engines; trucks and tractors; recovery vehicles; trailers; 14-ton gantry; vehicle spares; hydraulic servicing trolleys; electric motors; elevating traverse motors; machine tools, including pedestal drilling machines; universal, cylindrical and surface grinding machines; 3½- to 6-in. SS and SC lathes; hacksawing machines; presses; horizontal and vertical milling machines; woodworking machines; vehicle tyres; suction hose (8-ft. lengths); shaped canvas covers; and a large assortment of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SHEPHERDS GROVE AIRFIELD, SUFFOLK

Sale by Auction May 10, 1967

Description: Approximately 129 acres of land with T2 Hangar (28,000 sq. ft.) and substantial concrete block building (9,300 sq. ft.) Buildings suitable for either industrial or storage purposes.

Location: Former R.A.F. Station, Shepherds Grove, Suffolk. Situate immediately south of A.143, Bury St. Edmunds-Yarmouth Road, 1 mile east of the village of Stanton and 5 miles east of the town of Bury St. Edmunds.

Sale by auction: *Angel Hotel, Bury St. Edmunds, on Wednesday, May* 10, 1967, *at* 3.30 *p.m.*

Auctioneers: H. C. Wolton & Sons, 6 Whiting Street, Bury St. Edmunds. (Tel. Bury St. Edmunds 3366/3367 STD . OBU 4), from whom further particulars can be obtained.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Counsellors abroad have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Tel. Holborn 3422).

Sundry Japanese Scientific Journals in English. A First List, by C. R. S. Manders. 8 pages. *Japan 66.* English has been a second language in Japan since 1937 and forms part of the secondary school curriculum. In the scientific field, whereas information of a relatively elementary character is published in Japanese, research papers in fields of international interest are in English and a Western layout is used. A large number of Japanese scientific and technical journals are published in English, and the report lists 25 which come within general chemical fields.

Sundry Japanese Scientific Journals in European Languages. A Second List (Physics and Mechanics), by C. R. S. Manders. 6 pages. *Japan 67.* This report lists 38 journals relating to physics and mechanics which are wholly or partly in English or which carry English abstracts. All the journals listed are now held by the National Lending Library for Science and Technology.

Physics of Failure in Electronics 5th Annual Symposium 1966, by H. K. Bourne. 4 pages. *UKSM report no: 67/12.* This report comments on some of the implications of high reliability in electronic circuits. It is now becoming cheaper to discard quite sophisticated eletronic modules rather than to repair them and this trend is likely to increase. Improved methods of testing semi-conductor devices and integrated circuits are being introduced in attempts to improve the reliability of these circuits.

Microwave and Linear Integrated Circuits, by H. K. Bourne. 5 pages. *UKSM report no: 67/13.* The development of microwave and linear integrated circuits is advancing rapidly. Manufacturers are now looking towards the use of these circuits in consumer products. Their special characteristics may also open up the possibility of making new electronic devices not previously feasible. Characteristics and problems associated with these circuits are described in this report.

The Weatherability of Plastics, by D. L. Griffiths. 26 pages. *UKSM report no: 67/14.* This report summarizes the technical sessions of the symposium on 'Weatherability of Plastic Materials', organized by the Manufacturing Chemists' Association and the National Bureau of Standards, Gaithersburg, Maryland, on February 8-9, 1967. The main emphasis of the meeting was on the various types of light sources used for accelerating weathering tests, and also on the developments in accelerated sunlight exposures. A large amount of detailed information on the change in properties of many plastics following outdoor or artificial indoor exposures was presented. However, it was clear that a reliable and dependable artificial weathering procedure has not yet been evolved. Even natural exposure tests are still plagued by difficulties because of a lack of knowledge concerning such parameters as spectral quality, humidity control, temperature, and integration of actinic radiation.

The Coors Spectro-chemical Laboratory, by D. L. Griffiths. 3 pages. *UKSM report no: 67/15.* This report gives a brief description of the services available to industry from the Coors Spectro-chemical Laboratory, a division of the Coors Porelain Company, situated at Golden, about 20 miles west of Denver, Colorado.

Some Research Needs in the Utilization of Fossil Fuel, by H. K. Bourne. 4 pages. *UKSM report no: 67/16.* If fossil fuels are to continue to compete with nuclear fuels, further research is needed to burn them more efficiently and to reduce the air pollution which they cause. Some of the needs for research on fossil fuels are discussed in this report.

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Also

17 ACRES LAND ON SHORES OF LOCH FYNE, ARGYLLSHIRE.

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, APRIL 4

Statement on the 'Torrey Canyon' by the Prime Minister

The Prime Minister made a statement on the shipwreck of the 'Torrey Canyon', referring to the White Paper Command 3246. The statement is reported in *Hansard* (cols. 38-54).

Imports of butter oil

Mr. Douglas Jay, President of the Board of Trade, was asked if the import of butter oil was included in the butter quota arrangements. He answered that the butter quota arrangements covered only imports of butter. Imports of butter oil had recently tended to increase, and he would keep the situation under review in case these shipments threatened to frustrate the objectives of the butter quota arrangements.

Faults in Boeing aircraft

The President made the following statement in answer to a request for details of the faults which had recently necessitated Boeing 707 aircraft to be withdrawn and modified by British airlines. 'In view of the discovery of hairline fatigue cracks in the tail fin attachments of some Boeing 707 aircraft, the Boeing Company issued a Service Bulletin calling for certain inspections to be made and specifying remedial action if cracks were found. This was an interim measure to give time for the manufacturer to produce an improved fin attachment design. This has now been done, and the Federal Aviation Agency of the United States has issued an airworthiness directive which requires the modification to be incorporated after certain specified flying hours in all Boeing 707 aircraft. None of BOAC's Boeings had reached the limits, but the Corporation decided to carry out the modification work during routine major overhauls, which are generally arranged for the winter months. The overhaul work included repairs to the interior of the aircraft and to the skins of some nacelle pylons. The Boeing fleet has not had to be withdrawn from service, but the period required for routine major overhaul has been extended to accommodate the extra work.

The 'Torrey Canyon'

The President announced that in accordance with the provisions of the 1960 Safety Convention, the Liberian Government had started an inquiry into the circumstances surrounding the wreck of the 'Torrey Canyon', and a Board of Trade professional officer was in Genoa where it was proceeding.

Dumping of handkerchiefs

Asked what action he had taken in regard to the evidence of dumping of handkerchiefs, presented to him on March 9, Mr. George Darling, Minister of State, Board of Trade said that an approach had been made to the Japanese Government and we had now received their reply. Our industry was currently considering the position.

WEDNESDAY, APRIL 5

Regional employment premium

Mr. Michael Stewart, First Secretary of State and Secretary of State for Economic Affairs, made a statement to the Commons on the regional employment premium (see *Board of Trade Journal* of April 7), reported in *Hansard*, column 243. The statement was repeated in the Lords by Lord Winterbottom, Parliamentary Secretary, Ministry of Public Building and Works (*Hansard*, column 983).

Consumer Protection (Trade Descriptions) Bill

The President was asked when he expected to introduce the Consumer Protection (Trade Descriptions) Bill. He replied 'As soon as possible, but not this session'.

The 'Torrey Canyon'

Two further questions concerned the wreck of the 'Torrey Canyon'. Answering them, the President said that he had had no consultations with the owners of the 'Torrey Canyon' and its cargo in the week ended March 26: but in that week the Parliamentary Under-Secretary of State for Defence for the Royal Navy held discussions with representatives of the owners of the ship and its cargo. Neither dissented from the view of the Government and Dutch salvage experts that there was a reasonable chance of refloating the vessel and that refloating would be the best way of minimizing further oil pollution.

Replying to the second question the President said that he had no consultations with Lloyd's in the week ended March 26 on the liability of and cost to the British Government if the 'Torrey Canyon' had been fired by British forces during that week.

'But the Treasury Solicitor's representative discussed these aspects with solicitors repreenting the owners and insurers during the following week,' he added.

EFTA circular

A member asked the President why, in view of the crisis in the textile industry, all local authorities had been issued by the Government with a circular requiring them to treat European Free Trade Association produced goods on the same terms as British manufactured goods when deciding upon their purchases. The President aswered that the circular was issued in pursuance of the obligation placed on Member States by the Stockholm Convention to endeavour to ensure that all discrimination in the public sector against imports from other EFTA countries was eliminated. This was a general obligation unrelated to any particular kind of goods: and other EFTA countries must of course extend the same treatment to us.

Helicopter service to London Airport

Answering a suggestion that he refused permission for a helicopter service to and from London Airport, Heathrow, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'I presume my hon. Friend has in mind BEA's proposals for various helicopter services, including one between Heathrow and central London. To the extent that BEA require my right hon. Friend's approval for the scheme it has not yet been sought and his view has been that he should not intervene until a decision has been taken on the Corporation's application to the GLC for planning permission to construct a new heliport. I can, however, assure my hon. Friend that the public interest, including in particular the noise implications, is being fully borne in mind.'

Commonwealth trade

The President was asked what percentages of imports from Canada and New Zealand, respectively, were subject to United Kingdom import duties; and what percentage of United Kingdom exports to Australia and New Zealand, respectively, were subject to Australian or New Zealand import duties. He said that about 4 per cent of Canadian exports and a negligible proportion of New Zealand exports to the United Kingdom; about 30 per cent of our exports to Australia and 45 per cent of those to New Zealand were subject to duty.

Imports of capital goods

A member asked what factors accounted for the 13 per cent increase in imports of mainly capital goods during 1966 as compared with 1965, when the change in the value of capital expenditure by private manufacturers between 1965 and 1966 showed a 1 per cent fall. The President said that the increase in capital expenditure by manufacturers on plant and machinery between 1965 and 1966 was 6 per cent at current prices. This increase was not directly comparable with the rise of 13 per cent in the value of imports of mainly capital goods, as this latter figure includes imports for capital investment by non-manufacturing firms and those in the public sector. Imports of capital goods had grown faster than manufacturers' capital expenditure throughout the past decade. Other countries had also experienced a rapid increase in imports of capital goods. One factor was the growing international specialization in the manufacture of machinery and equipment.

Trade with EEC, EFTA and Commonwealth

Asked what was the percentage of United Kingdom exports in 1966 to the Common Market countries, the European Free Trade Association's countries and the countries of the Commonwealth Preference System, respectively, Mr. George Darling gave the following figures:

European Economic Community	19
European Free Trade Association (including Finland)	15
Commonwealth Preference Area	34

United Kingdom overseas trade

Questions were asked on the percentage increase in imports of manufactured goods into the European Economic Community from countries outside it between 1958 and 1965; what were the figures for the European Free Trade Association and for the United States of America, Japan, Australia, India, Pakistan and Nigeria; the value and percentage of total British exports and imports in 1960 and 1966, respectively, of exports to Commonwealth countries, the rest of the sterling area, EFTA countries, EEC countries, and the rest of the world, respectively; the value and percentage of total British imports in 1960 and 1966, respectively, of imports of food, beverages and tobacco, basic materials, fuels, and manufactured goods, respectively; and the value and percentage of total British exports in 1960 and 1966, respectively, of exports of non-manufactures, manufactured goods, and other items, respectively.

The information was published in *Hansard*. (cols 52 to 54).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162*	156*	128*	109	160*	131	162	184	167	+238*	+112	+ 3	+ 6
1965															
2nd quarter	127	131	153	146	124	107	158	124	170	187	156	+ 93	+ 82	— 5	+ 3
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	130	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	159	135	165	181	159	+ 89	+ 53	N/C	+19
2nd quarter	130	133	161	157	129	110	160	127	166	184	166	+ 61	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 96	+ 84	+20	—15
4th quarter	130*	131	161*	157*	126*	109	159*	130	154	188	168	— 8*	— 13	— 1	—24
1966															
August		135				109									
September		132				108									
October		131				108									
November		130				109									
December		131				109									
1967															
January		132*				109									
February						109									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	145	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	163	+135
1967													
1st quarter					112·0*	133·5*		458	188				
1966													
August	160	115	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191				
February			139·4	+3·7	112·4*	133·6*	171·3	454	188		172	174	
March					111.2*	133·4*		467	184		163	167	

*Provisional. †Not seasonally adjusted.

A trade mission from the Manchester Chamber of Commerce visited Australia from February 15 to March 12. Pictured at a press conference, arranged by the British High Commission's Sydney office, were from left: Mr. W. R. N. Maxwell, counsellor, British High Commission in Sydney; Mr. Frank R. Mason, leader of the mission, and vice-chairman, Associated Electrical Industries International Ltd.; Mr. Martin J. Marshall, Deputy High Commissioner, Sydney; Mr. William Kennedy of the Tait Publishing Company Ltd., publishers of technical journals; and Mr. E. Muller, a member of the mission and director of Ward and Goldstone Ltd.

Gold and convertible currency reserves, March 1967

AS ALREADY announced, repayment of drawings on swap facilities with the United States authorities was completed early in March. In addition, all remaining short-term debt to overseas Central Banks was repaid during the month. After these repayments, the gold and convertible currency reserves rose by £32 million in March, to stand at £1,164 million at the end of the month.

Loans from the Consolidated Fund, 1967-68

THE WHITE PAPER 'Loans from the Consolidated Fund, 1967-68' (Cmnd. 3243), issued on April 6, continues the series of annual reports on Government lending, including capital provided to meet part of the financial requirements of the nationalized industries.

National income figures in Treasury publications

THE ANNUAL White Paper on the national income and balance of payments, *Preliminary Estimates of National Income and Balance of Payments* 1961 *to* 1966, published on April 6, 1967 (HMSO, Cmnd. 3244, price 2s. 6d.), contains first estimates of the main national income and balance of payments aggregates for the year 1966 together with comparable figures for earlier years. The estimates for 1965 and earlier years have been revised in the light of information subsequent to the publication of *National Income and Expenditure,* 1966, and *United Kingdom Balance of Payments,* 1966. A commentary on the developments of both the national income and balance of payments during 1966 will be found in the *Economic Report on* 1966, published on the same day as a supplement to the March issue of *Economic Trends.* There is also a detailed account of the balance of payments during the fourth quarter of 1966 and the year as a whole in the regular series of articles in *Economic Trends,* of which the March issue was also published on April 6.

WHOLESALE PRICE INDEX NUMBERS

Prices of materials unchanged in first quarter

PRICES OF MATERIALS and fuel used in manufacturing industry fell in March and brought the average for the first quarter back to that of the preceding quarter, and much the same as a year earlier. There were, however, opposite movements in the food and non-food sectors. The provisional index for the first quarter for the food sector rose by about 1½ per cent, compared with the previous quarter, while that for the non-food sector fell by nearly 1 per cent, mainly as a result of a decline during March in the price of copper coupled with marginal falls in a number of other imported basic materials.

Output prices of all manufactured products, which remained steady during the second half of last year, rose fractionally in the first quarter of 1967 to a level about 2 per cent higher than during the same period a year ago. The slight increase in the first quarter compared with the fourth quarter of last year was due entirely to a rise of nearly 1½ per cent in the provisional index for output prices of the food sector. The index for the non-food sector was unchanged and has been subject to only marginal fluctuations since output prices began to level out in the third quarter of 1966.

Materials and fuel used in broad sectors of industry

After rising steadily for the past three months the provisional index for materials and fuel used in the food manufacturing industry fell back in March mainly as a result of lower prices for imported wheat and sugar. Comparing the figures on a quarterly basis the current index is 1½ per cent higher than a year ago. In the non-food sector each of the index numbers for the broad groups of industries showed a fall in March compared with the previous month partially due, in many cases, to lower prices for motor spirit. The declines in the index numbers for the mechanical and electrical engineering industries of about ½ per cent were largely due to reductions in the prices of copper products. Comparisons of the first quarter averages with those for the fourth quarter of last year show falls in all the non-food index numbers. The chemicals, mechanical engineering, electrical engineering and textiles industries all declined by about ½ per cent while the index for the paper industries fell by nearly 1 per cent. Compared with a year earlier most index numbers were higher, but there were falls of nearly 1 per cent in the index for the chemicals industries and of over 2 per cent in that for the textiles industries. The index numbers for construction materials and house building materials remained steady during the first quarter of the year at a level marginally below that of the fourth quarter 1966.

Output of broad sectors of industry

There was little change in output prices in the food sector in March compared with the previous month – the slight fall recorded by the provisional figures resulting from lower prices for bacon and sugar. Compared with the same period a year ago the index for the first quarter was nearly 2½ per cent higher. In the non-food sector there were no movements of any significance between March and the previous month in any of the sector index numbers. This is equally true when comparing the first quarter's figures with those of the fourth quarter last year. Comparing the current quarter with the same period a year ago the biggest rises were in the iron and steel sector, which rose by over 3½ per cent, and the clothing and footwear sector, which rose by 2¼ per cent. Prices of the engineering and allied industries rose by a little over 2 per cent. On the same basis there were only marginal upward movements in the prices of the chemicals and textiles industries, and rises of ½ per cent and 1 per cent for paper and timber respectively.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966				1967	1966						1967		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	110·2	112·4	111·1	110·0	110·1*	110·3	110·9	109·7	110·0	110·1	110·0	110·3	110·5*	109·4*
	Basic materials	105·8	107·3	105·8	104·3	104·3*	105·9	105·5	104·2	104·4	104·4	104·2	104·5	104·8*	103·6*
	Fuel	144·1	151·4	151·9	153·9	154·5*	144·1	152·0	152·0	153·6	154·1	154·1	154·5	154·5*	154·5*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	113·7	166·8	114·6	113·0	112·0*	113·9	114·2	112·8	113·3	113·3	112·4	112·5	112·4*	111·2*
	Basic materials other than fuel	108·3	110·7	108·0	105·8	104·6*	108·7	107·6	105·9	106·2	106·1	105·1	105·2	105·0*	103·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·9	103·7	104·4	104·0	105·7*	103·5	104·6	104·0	103·6	103·6	104·8	105·5	106·2*	105·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·1	117·3	117·7	116·7	116·0*	116·8	117·9	117·3	117·1	116·5	116·4	116·0	116·1*	115·8*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	146·6	151·8	149·5	149·1	148·5*	147·6	148·6	147·2	149·1	149·5	148·8	148·9	148·7*	147·9*
	Materials and fuel used in the electrical machinery industry.	139·0	146·6	144·2	142·2	141·3*	140·1	143·1	140·8	142·2	142·6	141·8	142·0	141·5*	140·5*
Order X	Materials and fuel used in the textile industries	96·6	98·8	97·6	95·1	94·6*	97·7	97·8	96·4	95·2	95·0	95·0	94·6	94·6*	94·5*
Order XIV	Materials and fuel used in the timber industries	121·0	122·0	122·7	122·8	122·6*	121·2	122·7	122·8	122·8	122·9	122·6	122·5	122·7*	122·5*
Order XV	Materials and fuel used in the paper industries	113·2	114·7	114·9	114·8	113·8*	113·3	115·0	114·9	115·0	115·3	114·1	113·9	113·9*	113·7*
Order XVII	Construction materials	131·9	134·1	134·3	133·8	133·7*	132·4	134·2	134·0	134·0	133·8	133·7	133·7	133·7*	133·7*
Part of Order XVII	House building materials	133·3	135·0	135·2	134·9	134·8*	133·8	135·1	134·8	134·9	134·9	134·8	134·8	134·8*	134·8*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966				1967	1966						1967		
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Mar.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Orders III to XVI	All manufactured products: Total sales	130·9	132·3	133·0	133·1	133·4*	131·4	133·2	133·0	133·0	133·1	133·3	133·4	133·5*	133·3*
	Home market sales	131·8	133·1	134·0	134·0	134·3*	132·3	134·1	134·0	133·9	133·9	134·1	134·2	134·4*	134·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	130·5	132·2	132·8	132·8	132·9*	131·1	132·9	132·8	132·7	132·8	133·0	133·0	133·0*	132·7*
	Home market sales	131·4	133·1	133·8	133·5	133·5*	131·9	133·8	133·8	133·5	133·5	133·5	133·6	133·6*	133·4*
211 to 229	Products of the food manufacturing industries: Home market sales	122·3	123·3	123·6	123·7	125·3*	122·7	123·6	123·3	123·6	123·5	124·1	125·0	125·6*	125·4*
263 to 277	Chemicals and allied industries: Total sales	108·9	109·0	109·2	108·8	109·0*	109·3	109·3	109·1	109·1	108·5	108·7	109·0	109·0*	109·1*
	Home market sales	109·9	109·8	110·2	110·0	110·0*	110·1	110·3	110·2	110·1	109·9	110·0	109·9	110·0*	110·1*
311 and 312	Iron and steel industries: Total sales	132·5	136·0	136·6	136·2	136·2*	132·4	136·7	136·4	136·1	136·0	136·4	136·2	136·2*	136·2*
	Home market sales	137·2	141·6	142·1	142·0	142·1*	137·2	142·1	142·1	142·0	142·0	142·0	142·1	142·1*	142·1*
Orders VI to IX	Engineeaing and allied industries: Total sales	135·2	137·9	138·8	138·7	138·8*	136·0	138·8	138·8	138·4	138·8	139·0	138·8	138·8*	138·8*
	Home market sales	134·3	136·8	137·7	137·1	137·2*	134·9	137·6	137·4	137·1	137·1	137·1	137·2	137·3*	137·2*
Order X	Textile industries other than clothing: Total sales	112·9	113·6	113·9	113·7	113·9*	113·4	114·2	113·6	113·6	113·6	113·7	113·9	113·9*	113·8*
	Home market sales	111·4	112·1	112·6	112·0	111·6*	111·5	112·7	112·6	112·3	112·1	111·8	111·6	111·6*	111·5*
Order XII	Clothing and footwear: Home market sales	117·3	118·9	119·9	120·2	120·2*	117·6	120·0	120·0	120·1	120·1	120·2	120·3	120·2*	120·2*
Order XIV	Timber industries: Home market sales	124·3	125·0	125·6	125·7	125·6*	124·6	125·6	125·7	125·8	125·7	125·6	125·6	125·6*	125·6*
481 to 483	Paper industries: Home market sales	119·9	120·4	120·6	120·6	120·5*	120·1	120·5	120·6	120·6	120·6	120·5	120·6	120·5*	120·5*
Order XVII	New construction‡	139	140	140	140		139		140			140			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a). Commodities produced in the United Kingdom—1954=100.

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price ndex numbers published in the *Board of Trade Journal* of February 24, 1967. (monthly averages)

	1966			1967	
	Mar.	Sept.	Jan.	Feb.	Mar.
Coal†	159·6	169·6	174·3	174·3*	174·3*
Slates‡	183·9	183·9	183·9	183·9	183·9
Salt	111·0	110·6	110·8	110·8*	110·8*
Flour	117·3	120·5	123·6	125·9	125·9*
Sugar, refined	113·0	109·7	110·9	113·9	111·2*
Chocolate and sugar confectionery	111·2	111·0	111·9	112·7*	112·9*
Beer	128·1	136·2	136·5	136·5*	136·5*
Tobacco and cigarettes	154·6	154·6	154·4	154·3*	154·3*
Hard coke	177·2	186·5	186·5	186·5	186·5*
Motor spirit, standard grade (including duty)	122·7	131·5	131·5	131·5	124·1
Medium fuel oil (950 secs.)	138·9	140·8	140·8	140·8	140·8
Lubricating oils and greases	130·0	131·4	131·2	131·2	131·2*
General chemicals	102·6	104·6	103·6	103·6*	103·5*
Pharmaceutical chemicals	62·5	57·7	57·1	57·2*	57·2*
Pharmaceutical preparations	103·1	103·2	103·2	103·2*	103·2*
Toilet preparations	144·5	148·7	148·7	148·7*	148·7*
Paint for building and decorating	116·5	116·8	116·8	116·8*	116·8*
Soap	154·7	155·0	154·8	154·8*	154·8*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·6	74·5	73·9	73·8*	73·8*
Steel sheets	135·2	137·9	137·9	137·9	137·9*
Tinplate	127·2	131·7	129·8	129·8	129·8*
Other steel goods (excluding tubes)	136·7	141·5	141·6	141·6*	141·6*
Steel tubes	144·2	151·7	151·8	151·9	151·9*
Iron castings	152·7	156·2	156·2	156·2*	156·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	151·9	151·9	151·8	151·8
Rolled	136·3	142·2	142·2	142·2	142·2
Castings	144·1	152·8	152·8	152·8	152·8
Forgings	138·3	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	223·6	146·2	170·3	166·2	153·6
Photographic paper and films, etc.	126·1	125·8	125·7	125·7	125·7*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4
Dental goods	142·8	147·6	147·5	147·5	147·5
Gramophone records	146·3	146·5	146·5	146·5	146·5
Domestic electrical appliances	102·1	103·4	103·6	103·6*	103·6*
Perambulators, etc.	130·5	130·7	131·3	131·3*	131·3*
Tools and implements	154·1	156·4	157·1	157·1*	157·1*

	1966			1967	
	Mar.	Sept.	Jan.	Feb.	Mar.
Cutlery	137·5	139·3	140·0	140·0	140·0
Cutlery (other than razors and razor blades)	144·8	149·1	151·2	151·2	151·2
Spoons and forks	161·1	168·2	168·2	168·2*	168·2*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	167·1	171·2	176·3	176·3*	176·3*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	98·2	99·6	98·4	98·6	98·5*
Spun rayon yarn	104·0	102·7	102·2	101·6	101·6*
Irish linen yarns (wetspun)	127·3	127·6	126·3	126·3	125·3
Cotton cloth	107·0	107·6	106·2	106·1*	106·0*
Linen	136·2	137·3	139·6	139·2	139·2*
Wool tops	80·3	78·7	73·8	73·8	73·2
Worsted yarns	97·8	98·1	95·0	95·0	95·1*
Harris tweed	111·8	115·3	115·3	115·3	115·3
Serge cloth	102·2	104·1	102·2	102·4	102·4*
Jute yarn	134·2	138·8	137·2	137·2	137·2
Jute piece-goods	141·9	147·6	147·6	147·6	147·6
Rope, twine and net	119·5	119·5	119·3	118·7	118·6*
Hosiery and other knitted goods	102·1	103·2	103·1	103·1*	103·2*
Carpets and rugs	129·0	131·7	131·8	131·8	131·8*
Canvas goods and sacks	121·3	116·8	109·5	109·4*	108·6*
Leather for footwear	130·3	131·2	126·7	..	..
Travel goods	132·3	136·9	138·2	138·2*	138·2*
Made-up clothing	116·6	119·1	119·4	119·3*	119·3*
Weatherproof outerwear	105·7	107·4	107·3	107·3*	107·3*
Men's and boys' tailored outerwear	118·8	121·2	121·7	121·7*	121·7*
Women's and girls' tailored outerwear	115·9	117·6	117·6	117·6*	117·6*
Women's and girls' light outerwear	114·7	116·7	117·3	117·3*	117·3*
Footwear (excluding rubber)	118·3	120·5	120·6	120·6*	120·6*
Refractory goods, including bricks	150·1	150·3	150·3	150·3	150·3*
Non-refractory goods, including bricks	133·6	133·7	133·6	133·6*	133·6*
Building bricks, common, other than fletton, *ex works.*	140·1	141·6	141·4	141·4*	141·4*
Building bricks, fletton common, *delivered.*	120·0	120·0	120·0	120·0	120·0
Electrical porcelain	137·6	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	151·0	161·7	161·9	161·9	161·9*
Glass (other than containers)	138·0	142·7	142·7	142·7	142·7
Glass containers	130·7	130·7	130·7	130·7	130·7
Cement, delivered	128·0	128·0	128·0	128·0	128·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. ..Not available.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times*
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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1966		1967		
	Mar.	Sept.	Jan.	Feb.	Mar.
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	118·9	118·2	117·9	117·9	117·9*
Home-grown hardwood	106·7	107·7	107·0	107·0*	106·9*
Domestic furniture	126·9	127·9	127·8	127·8*	127·8*
Bedding, etc.	121·3	120·6	120·1	120·1	120·1*
Wooden boxes, packing cases, crates, etc.	127·3	129·4	130·7	130·7	130·6*
Paper and board	115·4	115·4	115·1	115·0*	115·0*
Cardboard boxes, cartons and fibreboard packing cases.	123·0	123·5	123·5	123·4*	123·4*
Wallpaper	138·0	138·0	142·7	142·7	142·7
Paper bags	124·1	123·3	121·2	121·2	121·2*
Manufactured stationery	125·6	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	112·5	114·4	115·7	115·7*	115·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·3	122·8	122·8	122·8*	122·8*
Rubber footwear	135·0	135·4	135·4	135·4	135·4*
Linoleum and felt base	145·6	151·4	151·4	151·4*	151·4*
Brushes and brooms	145·1	145·4	145·5	145·5	145·5*
Toys and games	131·5	132·6	132·6	132·6*	132·6*
Sports equipment	143·9	144·5	144·6	144·8*	144·8*
Pens and pencils	116·0	116·2	116·2	116·2*	116·2*
Other stationers' goods	133·4	136·5	136·5	136·5	136·5
Plastic mouldings	106·2	106·8	107·6	107·6	107·6*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1966		1967		
	Mar.	Sept.	Jan.	Feb.	Mar.
Hides and skins	137·2	120·5	109·8	108·3*	103·5*
Imported	151·6	130·7	125·5	125·5*	119·1*
Native	115·6	105·1	86·3	82·5	80·1
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6*
Copper, ex-ship, wharf or warehouse†	273·4	164·0	181·4	178·0	160·2
Lead, ex-ship, wharf or warehouse†	110·1	95·0	82·8	83·4	85·9
Nickel, refined, delivered	131·9	131·9	144·3	144·3	144·3
Tin, ingot, min. 99·75 per cent, settlement price	190·2	170·3	166·4	166·8	167·2
Zinc, ex-ship, wharf or warehouse	139·5	125·4	129·6	130·9	129·5
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	103·9	104·7	105·4	104·2	104·2*
Palm oil, c.i.f., in bulk	106·7	105·0	99·3	101·8	101·8*
Whale oil, acid, soft, naked, ex-works	86·1	88·9	58·7	58·2	58·2*
Pyrites, c.i.f., United Kingdom ports	63·5	71·3	69·3	69·4	68·2
Rubber, No. 1 R.S.S. one month future	104·3	90·3	89·2	86·4	84·8
Sulphur, crude (for acid making), c.i.f.	104·7	139·7	122·9	122·9	122·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	160·3	154·4	152·9	153·3	153·5*
Cotton, raw	69·1	65·3	66·0	66·8	66·6
Jute, raw, 'Export Firsts', c.i.f. Dundee	166·9	154·9	166·7	168·2	162·7
Jute, raw, 'Export Lightnings', c.i.f. Dundee	163·7	159·9	172·1	171·9	169·9
Silk, raw, delivered mill	158·0	177·1	185·8	183·8*	180·7*
Sisal, East Africa No. 1 Grade, c.i.f. London	95·7	95·5	88·1	88·1	88·1*
Wool, raw	85·6	83·2	76·5	76·2	76·2*
Crossbred, medium and coarse, c.i.f. U.K.	90·6	84·9	80·5	80·5	80·5*
Crossbred, fine, c.i.f. U.K.	88·1	88·2	78·2	78·2	78·2*
Merino, c.i.f. U.K.	82·1	79·9	73·3	73·3	73·3*
Timber:					
Imported hardwood (ex-yard or wharf)	116·9	118·2	118·6	118·8*	119·0*
Imported plywood (delivered to consumers)	116·6	117·2	111·1	113·1	113·1*
Imported softwood (delivered to consumers)	118·4	119·2	118·3	118·3	118·3*
Woodpulp, imported	100·9	100·7	100·4	100·4*	100·4*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.

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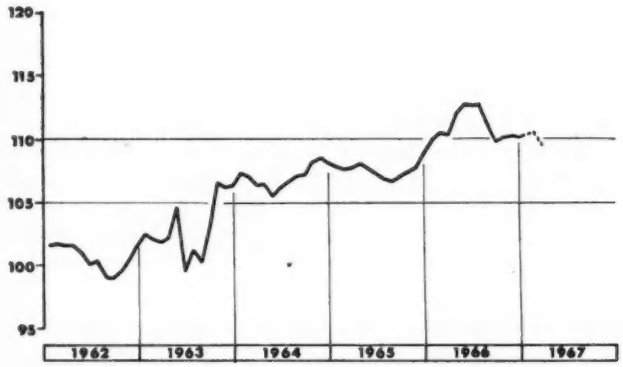
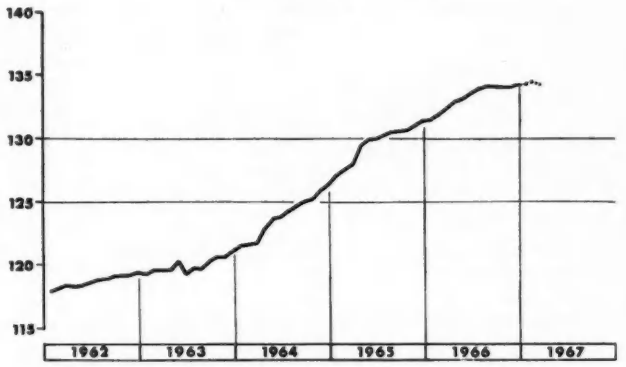
WHOLESALE PRICE INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

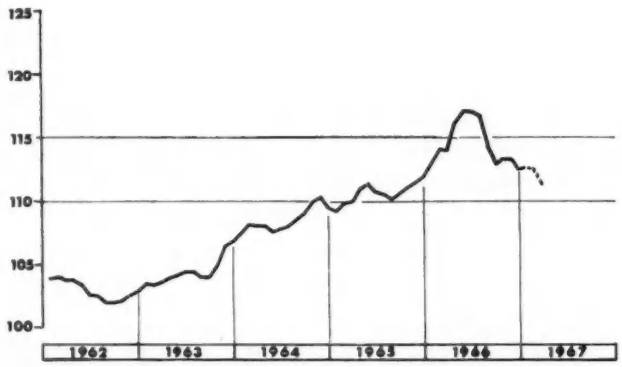


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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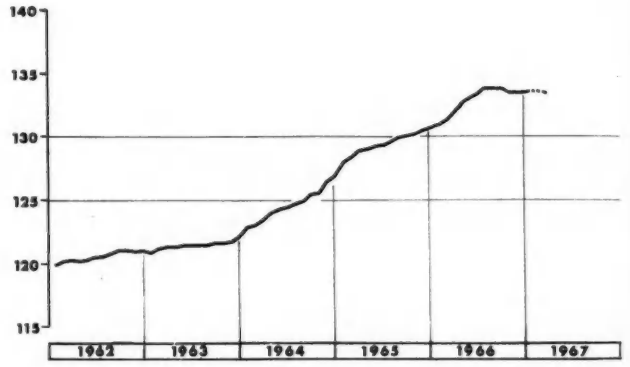
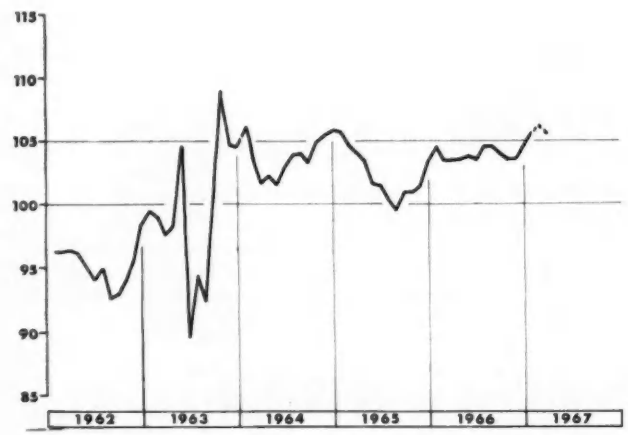


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



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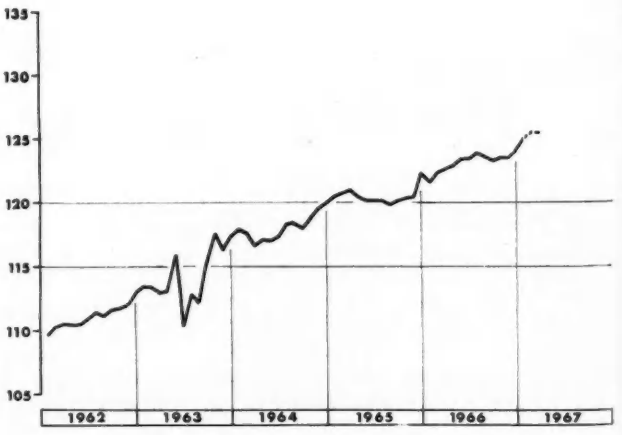

United Kingdom trade by air in 1966

A SUBSTANTIALLY greater proportion of United Kingdom trade was carried by air in 1966 than in 1965. Imports carried by air in 1966 accounted for 9 per cent by value of total United Kingdom imports, compared with 7½ per cent in 1965. The proportion of United Kingdom exports carried by air rose to 9½ per cent in 1966 from under 8 per cent in 1965, while for the first time one-third of total re-exports were carried by air in 1966. The values of imports, exports, and re-exports carried by air in 1966 at £546 million, £483 million and £65 million respectively, showed increases of 25, 30 and 18 per cent over 1965.

The divisions in which the greatest proportions of trade are carried by air are, for exports, clothing (46 per cent), professional and scientific instruments (38 per cent), leather manufactures (28 per cent) and medicinal and pharmaceutical products (28 per cent); for imports, electrical machinery (54 per cent), scientific instruments (53 per cent) and medicinal and pharmaceutical products (41 per cent).

A large part of our trade carried by air is with Western Europe and North America. In 1966 Western Europe accounted for 44 per cent of imports, 46 per cent of exports, and 61 per cent of re-exports carried by air, and North America accounted for 32, 27 and 26 per cent of imports, exports, and re-exports respectively carried by air. The individual countries with the largest shares of this trade are the United States, France, and West Germany.

Statistical note:

From January 1, 1965, figures for precious stones and pearls have been included in the Trade Accounts; the figures for earlier years have been adjusted in these tables for purposes of comparison. Complete aircraft flown out under their own power are included in the totals for all United Kingdom trade, but are excluded from the figures of trade by air.

Table 1. Value of trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total £m. c.i.f.	By air		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total Re-exports
1961	4,546·4	253·3	5·6	3,796·0	242·6	6·4	158·6	30·1	19·0
1962	4,627·7	270·7	5·8	3,904·6	257·7	6·6	157·6	41·1	26·1
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·4	46·4	30·2
1965	5,751·1	438·3	7·6	4,728·0	370·5	7·8	172·8	54·7	31·7
1966	5,954·0	545·9	9·2	5,042·2	483·1	9·6	193·8	64·5	33·3

Table 2. Commodity composition of United Kingdom exports

	Selected Divisions	1965			1966		
		Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
			£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
00.	*Live animals (excluding zoo animals, dogs and cats)	36·9	4·4	12	22·8	5·7	25
51.	Chemical elements and compounds	106·8	4·1	4	110·8	6·3	6
54.	Medicinal and pharmaceutical products	66·8	16·3	24	73·1	20·8	28
55.	Essential oils and perfume materials; toilet, polishing and cleansing preparations	37·5	0·8	2	40·1	1·2	3
61.	Leather, leather manufactures not elsewhere specified, and dressed furskins	30·4	7·9	26	33·0	9·2	28
62.	Rubber manufactures, not elsewhere specified	46·9	1·3	3	47·9	1·6	3
65.	Textile yarn, fabrics, made-up articles and related products	274·3	16·2	6	260·7	18·9	7
66.	Non-metallic mineral manufactures, not elsewhere specified	244·9	4·6	2	286·1	10·3	4
68.	Non-ferrous metals	167·6	26·3	16	191·4	29·7	16
69.	Manufactures of metal, not elsewhere specified	155·9	6·1	4	155·3	7·1	5
71.	Machinery, other than electric	932·5	82·6	9	1,040·7	128·0	12
72.	Electrical machinery, apparatus and appliances	330·5	41·1	12	346·0	53·4	15
Ex 73.	Transport equipment	677·0	34·6	5	721·2	46·4	6
84.	Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	49·6	18·3	37	52·7	24·0	46
85.	Footwear, gaiters and the like	15·3	1·3	9	16·6	1·8	11
86.	Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	100·5	35·0	35	113·7	42·8	38
89.	Miscellaneous manufactured articles not elsewhere specified	162·3	35·5	22	167·1	36·7	22
	All other goods	1,292·4	33·9	3	1,363·0	39·2	3
	Total	4,728·0	370·5	8	5,042·2	483·1	10

*Horses exported temporarily for racing, breeding or other purposes are entered under this heading.

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UNITED KINGDOM TRADE BY AIR, *continued*

Table 3. Commodity composition of imports

Selected Divisions	1965 Total £m. c.i.f.	1965 By air £m. c.i.f.	1965 By air Per cent of Total Imports	1966 Total £m. c.i.f.	1966 By air £m. c.i.f.	1966 By air Per cent of Total Imports
00.* Live animals (excluding zoo animals, dogs and cats)	47·7	5·3	11	49·4	5·7	12
21. Hides, skins and furskins, undressed	55·8	17·7	32	66·6	22·5	34
28. Metalliferous ores and metal scrap	201·6	9·1	5	189·8	13·4	7
51. Chemical elements and compounds	119·5	14·6	12	122·9	14·6	12
54. Medicinal and pharmaceutical products	11·2	5·1	46	14·6	6·0	41
55. Essential oils and perfume materials; toilet, polishing and cleansing preparations	15·3	3·3	22	16·5	4·1	25
61. Leather, leather manufactures not elsewhere specified, and dressed furskins	26·3	4·1	16	29·0	4·1	14
65. Textile yarn, fabrics, made-up articles, and related products	151·5	18·5	12	158·8	22·3	14
66. Non-metallic mineral manufactures, not elsewhere specified	215·3	72·7	34	222·9	74·7	34
68. Non-ferrous metals	366·7	11·6	3	421·8	12·5	3
69. Manufactures of metal, not elsewhere specified	44·5	6·3	14	50·7	9·0	18
71. Machinery, other than electric	370·5	84·6	23	429·7	126·8	29
72. Electrical machinery, apparatus and appliances	126·3	59·6	47	150·4	80·5	54
Ex 73. Transport equipment	102·7	13·6	13	97·6	18·2	19
84. Clothing, knitted or crocheted articles including elastic or rubberized fabric and articles of fur	57·3	16·2	28	68·7	20·7	30
85. Footwear, gaiters and the like	18·0	3·0	17	22·3	3·7	17
86. Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	72·0	36·1	50	78·2	41·4	53
89. Miscellaneous manufactured articles not elsewhere specified	111·0	40·6	37	123·8	44·0	36
All other goods	3,637·8	16·4	0	3,640·3	21·7	1
Total	5,751·1	438·3	8	5,954·0	545·9	9

*Horses imported temporarily for racing, breeding or other purposes are entered under this heading.

Table 4. Commodity composition of re-exports

Selected Divisions	1965 Total £m. f.o.b.	1965 By air £m. f.o.b.	1965 By air Per cent of Total Re-exports	1966 Total £m. f.o.b.	1966 By air £m. f.o.b.	1966 By air Per cent of Total Re-exports
21. Hides, skins and furskins, undressed	29·7	17·5	59	33·3	20·4	61
61. Leather, leather manufactures not elsewhere specified, and dressed furskins	3·2	1·6	51	3·7	2·0	52
68. Non-ferrous metals	19·1	1·0	5	21·9	1·1	5
71. Machinery, other than electric	26·4	14·8	56	28·3	16·1	57
72. Electrical machinery, apparatus and appliances	9·4	6·7	71	11·7	8·3	71
Ex 73. Transport equipment	5·3	2·9	55	8·5	4·0	47
86. Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	3·9	2·6	69	5·0	3·2	65
89. Miscellaneous manufactured articles not elsewhere specified	8·2	5·2	63	7·8	5·0	64
All other goods	67·7	2·4	3	73·6	4·3	6
Total	172·8	54·7	32	193·8	64·5	33

Table 5. Imports from, and United Kingdom exports and re-exports to, selected countries

Selected Countries	Imports 1965 Total £m c.i.f.	Imports 1965 By air £m. c.i.f.	Imports 1965 By air Per cent of Total Imports	Imports 1966 Total £m c.i.f.	Imports 1966 By Air £m. c.i.f.	Imports 1966 By Air Per cent of Total Imports	UK Exports 1965 Total £m. f.o.b.	UK Exports 1965 By air £m f.o.b.	UK Exports 1965 By air Per cent of Total UK Exports	UK Exports 1966 Total £m. f.o.b.	UK Exports 1966 By air £m f.o.b.	UK Exports 1966 By air Per cent of Total UK Exports	Re-exports 1965 Total £m. f.o.b.	Re-exports 1965 By air £m. f.o.b.	Re-exports 1965 By air Per cent of Total Re-exports	Re-exports 1966 Total £m. f.o.b.	Re-exports 1966 By air £m. f.o.b.	Re-exports 1966 By air Per cent of Total Re-exports
West Germany	265·4	33·8	12·7	301·9	49·6	16·4	255·0	39·6	15·5	253·0	49·8	19·7	30·4	13·0	42·8	35·5	15·1	42·6
Netherlands	270·8	18·9	7·0	291·3	19·3	6·6	193·1	21·9	11·4	196·3	25·7	13·1	9·9	1·6	16·1	10·5	1·5	14·2
Belgium	121·8	9·2	7·5	128·8	12·0	9·3	169·2	11·3	6·7	180·7	11·7	6·5	4·6	1·4	30·6	5·2	1·3	25·9
France	190·5	38·5	20·2	212·3	53·7	25·3	177·2	42·5	24·0	196·8	56·3	28·6	16·2	6·8	42·0	15·6	7·9	50·7
Italy	144·6	17·1	11·9	166·1	23·1	13·9	108·9	16·4	15·0	127·9	21·8	17·0	14·2	5·3	37·4	19·9	7·2	36·4
Sweden	214·5	7·2	3·4	217·2	8·9	4·1	219·5	11·7	5·3	230·1	13·6	5·9	6·2	0·8	13·4	6·2	0·7	11·2
Denmark	193·9	5·1	2·6	206·1	5·9	2·9	124·6	4·6	3·7	133·9	6·1	4·5	2·4	0·3	13·0	2·4	0·4	17·2
Switzerland	84·9	28·0	32·9	98·7	40·1	40·6	89·2	12·2	13·7	105·1	15·7	15·0	5·9	2·5	41·5	6·1	2·6	42·0
Portugal	40·9	13·0	31·8	46·6	16·5	35·4	39·5	1·6	4·0	46·2	2·5	5·3	0·5	0·0	8·6	0·7	0·1	16·4
Austria	24·6	3·5	14·3	27·8	4·5	16·1	34·6	2·3	6·7	40·8	3·4	8·4	1·5	0·6	37·0	1·8	0·6	35·6
Spain	57·4	2·1	3·7	62·5	1·9	3·0	84·1	5·1	6·1	99·0	5·6	5·7	1·9	0·5	27·4	2·3	0·6	28·3
Irish Republic	170·4	12·8	7·5	186·0	17·3	9·3	175·8	13·3	7·5	179·1	21·6	12·1	9·9	1·5	15·7	10·3	1·6	15·1
United States of America	671·4	127·6	19·0	720·2	156·3	21·7	493·7	77·4	15·7	620·9	100·9	16·3	21·0	10·9	51·9	25·5	13·1	51·1
Canada	458·3	9·8	2·1	425·3	17·5	4·1	200·6	23·6	11·8	214·9	31·4	14·6	7·4	2·8	38·1	8·2	3·6	43·5
India	128·3	2·4	1·9	119·8	3·1	2·6	114·1	4·0	3·5	95·5	5·0	5·2	2·3	0·4	17·5	1·3	0·4	30·7
Australia	219·5	2·6	1·2	208·2	2·7	1·3	281·4	7·6	2·7	255·5	9·2	3·6	3·0	0·5	17·8	2·5	0·6	24·4
Republic of South Africa	180·9	10·5	5·8	191·8	12·5	6·5	261·4	5·9	2·2	242·4	6·2	2·6	3·9	0·3	7·9	3·8	0·4	11·3
Japan	78·2	4·8	6·1	77·2	5·4	7·0	50·6	8·6	17·0	64·7	14·1	21·9	2·3	0·3	10·8	3·9	0·7	18·4
Total of above Countries	3,516·2	346·9	9·9	3,687·8	450·2	12·2	3,072·7	309·5	10·1	3,282·8	400·7	12·2	143·4	49·6	34·6	161·8	58·5	36·2
All other Countries	2,234·9	91·4	4·1	2,266·2	95·6	4·2	1,655·3	61·0	3·7	1,759·4	82·4	4·7	29·4	5·1	17·5	32·0	6·0	18·7
Grand Total	5,751·1	438·3	7·6	5,954·0	545·9	9·2	4,728·0	370·5	7·8	5,042·2	483·1	9·6	172·8	54·7	31·7	193·8	64·5	33·3

(Continued on next page)

UNITED KINGDOM TRADE BY AIR, *continued*

Table 6. Imports from, and United Kingdom exports and re-exports to, various areas by air

Areas	Imports		UK exports		Re-exports	
	1965	1966	1965	1966	1965	1966
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area*	79·0	92·3	55·0	78·9	4·0	4·3
North America	137·4	173·9	101·4	132·8	13·7	16·6
Latin America	4·9	5·0	6·7	9·2	0·6	0·7
Western Europe	181·1	240·9	178·3	223·0	33·7	39·1
Middle East (except Sterling Middle East Countries)	5·3	6·5	10·8	13·6	2·0	2·1
Soviet Union and Eastern Europe	9·2	10·2	3·5	6·2	0·2	0·5
Rest of World†	21·5	17·1	14·7	19·4	0·6	1·1
Total	438·3	545·9	370·5	483·1	54·7	64·5

* Excludes Rhodesia.
† Includes Rhodesia.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, April 7, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 33:					
Racing to the Start	Br/E 32186	9	April 3	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Mining Review No. 8 – 20th Year	Br/E 32191	10	April 6	Data Film Distributors Ltd.	National Coal Board.
Once Upon a Child	Br/E 32192	9	April 6	Compton Film Distributors Ltd.	John Morris.
Brendan Behan's Dublin	Br/E 32193	29	April 6	" "	Norcon Film Productions Ltd.
Pathe Pictorial Series 638/650:					
Pathe Pictorial No. 645	Br/E 32196	8	April 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Devon's Golden Playground	Br/E 32197	15	April 7	New Realm Pictures Ltd.	Armada Productions.
Sixty Glorious Summers	Br/E 32198	14	April 7	" "	" "
Look at Life Series 33:					
White Water Craft	Br/E 32199	9	April 7	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 1973	Br/E 31890	7	April 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1973A	Br/E 31891	8	April 7	" "	" "
Pathe News 67-27	Br/E 31956	8	April 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-28	Br/E 31957	8	April 7	" "	" "
FOREIGN					
Let's Kill Uncle	F 32184	89	April 3	Rank Film Distributors Ltd.	Universal International Films Inc.
Ride to Hangman's Tree	F 32185	88	April 3	" "	" "
The Topless Story	F 32187	61	April 4	Miracle Films Ltd.	Werner Kuntz Film Production, Zurich.
(a) Chimes at Midnight / (b) Falstaff	F 32188	105	April 4	Planet Film Distributors Ltd.	Internacional Films Espanola, Madrid.
Doctor, You've Got to be Kidding!	F 32189	77	April 5	Metro-Goldwyn-Mayer Pictures Ltd.	Trident Productions Inc.
Lord Love a Duck	F 32190	91	April 6	United Artists Corp. Ltd.	Charleston Enterprises Corp.
Monsters of the Night	F 32194	83	April 6	Compton Film Distributors Ltd.	Standard Club of California.
Women of the Prehistoric Planet	F 32195	91	April 6	" "	" "

Cinema admissions and takings in February

DURING FEBRUARY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 5.8 million and the weekly average of gross box office takings was £1.20 million.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).

CENSUSES OF PRODUCTION 1963, 1964 and 1965

Stocks and capital expenditure in manufacturing industry 1963, 1964 and 1965

THIS ARTICLE presents estimates of stocks and fixed capital expenditure in manufacturing industry for 1963 to 1965 based on the simple censuses of production for 1964 and 1965 and on a 'business unit' analysis of the results of the full (establishment-based) census of production for 1963. The censuses for 1964 and 1965 are part of a series, corresponding broadly to those for 1959-1962, taken between the full quinquennial censuses (1958, 1963, and that now in preparation for 1968), and they are confined to items on capital formation. The simple annual censuses are conducted as sampling operations, but the method of sampling in the current series, 1964 to 1967, differs from that used in the earlier run, for 1959 to 1962. A fuller description of the nature and methods of these annual inquiries is given later.

The results of the censuses for 1964 and 1965 agree reasonably well with previously published estimates for manufacturing industry as a whole, based on the voluntary quarterly inquiries into stocks and capital expenditure. Estimates of the increase in book values of manufacturers' stocks from the censuses were £593 million in 1964 and £488 million in 1965, compared with £562 million and £473 million from the quarterly inquiries; these changes represent increases in stocks levels of about 9 per cent and 7 per cent from both the censuses and the quarterly inquiries. For capital expenditure, the census estimates, at current prices, are £1,216 million in 1964 and £1,401 million in 1965, compared with £1,200 million and £1,367 million from the quarterly inquiries. These figures show slightly higher increases over investment in the previous year than had previously been estimated – investment in 1964 is now estimated to have been 16 per cent higher at current prices than in 1963, and 15 per cent higher in 1965 than in 1964, compared with corresponding figures of 15 per cent and 14 per cent from the quarterly inquiries. For some industry groups the agreement between the census results and the quarterly series is less good; further reference to this is made in the quarterly articles on industry's capital expenditure and stocks elsewhere in this issue.

Nature of the annual censuses

The reporting unit

The annual censuses are compiled from returns relating to the whole of a business – a company or group of companies – and not to individual establishments as in the case of the full quinquennial censuses. Where, however, a firm is engaged in a number of quite different manufacturing activities, separate business unit returns are required for each main activity.

The business unit is particularly useful for collecting information about capital expenditure and stocks because it ensures that the figures are complete and nothing is left out. Figures on this basis include, for example, stocks held abroad (except by subsidiary companies mainly operating overseas) and stocks held by separate selling organizations, not all of which may be covered by any other inquiry. They also include capital expenditure at establishments where production had not yet begun and capital expenditure at head offices and in places where ancillary activities are carried on (e.g. laboratories, and building maintenance departments), which may not always be included in returns made on an establishment basis. The use of a business unit basis makes it possible for the census of production figures of capital expenditure and stocks to dovetail more easily with those from the annual inquiry into the distributive and service trades (which is also on a business unit basis).

The same statistical reporting unit is also used, as far as possible, in the quarterly inquiries into stocks and capital expenditure; thus in the annual censuses firms who provide quarterly returns do not need to provide annual information as their quarterly estimates can be used.

Sampling procedure and method of estimation

The first business unit census, that for 1959, covered all businesses employing 25 persons or more; for smaller businesses estimates were made by assuming that they accounted for the same proportion of each industry group as in 1958 (these smaller businesses accounted then for about 6 per cent of all manufacturing employment). The annual censuses for 1960 to 1962 were on a sample basis; they included data from all contributors to the quarterly inquiries and in addition a stratified sample of the remaining businesses, employing 25 persons or more, was included. (A full account of the sampling and estimating procedure used is given in 'The Report on the Censuses of Production for 1959, 1960, 1961 and 1962', HMSO, 1964.)

For the 1962 census, some 10,000 manufacturing firms were sampled in addition to the contributors to the quarterly inquiries. But the improvement to the estimates from the quarterly series arising from returns from the additional 10,000 firms did not seem commensurate with the extra burden and costs involved. For the 1964 to 1967 censuses, therefore, a different procedure was introduced after consultation with the Census of Production Advisory Committee. This involved supplementing returns from the quarterly contributors, now accounting for two-thirds of manufacturing industry's stocks and capital expenditure, by returns from about 1,500 large firms. The aim was to collect additional returns from businesses employing not less than 500 persons, in most industries. In e.g. the textile, leather and clothing industries, where smaller businesses have in the aggregate a bigger importance, a lower cut-off level was used; in a few industries the cut-oc level was 750 employees. Special arrangements were made to cover new companies which were expected to be major spenders.

The effect of including the additional returns was to increase the coverage to about 80 per cent of stocks and capital expenditure in manufacturing industry. The reliability of the annual census information is not thought to have been significantly affected for most industry groups by the changed method, but for a few detailed industry groups where small firms account for a high proportion of activity the figures may be less reliable and these have not been shown separately.

Estimation of the results for the 1964 and 1965 censuses of production has been carried out by linking to the results of the full census for 1963. The 1963 census of production was carried out on an establishment basis; its results have been converted to a business unit basis in the following way. For the quarterly contributors the quarterly business unit figures for 1963 have been substituted for the establishment data returned by them to the 1963 census of production. For other firms, two supplementary inquiries were made: the first asked for stocks and capital expenditure relating to departments which had been excluded from their establishment returns (e.g. selling departments, service, transport departments); the second asked for data for establishments at which production had not yet begun. The results of the supplementary inquiries and the basic establishment figures for firms not providing quarterly data were added to the figures for the quarterly contributors to yield the figures for 1963 on a business unit basis.

Estimates for 1964 and 1965 were made by industry groups and, for capital expenditure, in two size groups within each industry group. Since the business unit analysis of the 1963 census relates only to stocks and capital expenditure, it was convenient to determine size groups for the 1963 benchmark by using one of these two items: stocks was chosen as being a more appropriate measure of size than capital expenditure, which can vary widely from year to year. For businesses with stocks at the end of 1963 of £2 million or more, coverage in the annual censuses was virtually complete

(though not coincident with the employment size cut-off levels referred to above); these businesses were treated effectively as a '100 per cent' sector and there was no grossing-up. For the remainder of firms, estimates of capital expenditure in 1964 and 1965 were made by grossing-up the figures returned for businesses in the lower size group in each of these years by the ratio of capital expenditure in 1963 for all firms in Great Britain in this size group (i.e., with stocks up to £2 million at the end of 1963) to that of firms in this size group actually covered by the quarterly inquiry or the census itself. (The 'all firms' figures for 1963 included estimates for firms with less than 25 employees.) Northern Ireland firms were covered fully in their annual censuses and data for them is added separately from the main estimation.

Estimates of stocks were made on a similar ratio basis to that for capital expenditure, but not by size group.

Results of the 1963 Census of Production

Tables 1 and 2 present estimates on a business unit basis of stocks and capital expenditure in manufacturing industry for 1963. As indicated earlier, business unit figures for manufacturing industry in the aggregate have a wider coverage than those on an establishment basis. Provisional results have been prepared on an establishment basis from the 1963 census; these estimated that the total value of stocks and work in progress at the end of 1963 was £5,639 million, while on a business unit basis the figure was £6,278 million; corresponding figures for the change in stockholding during 1963 were £151 million and £250 million. Manufacturing industry's capital expenditure on an establishment basis was provisionally estimated at £1,003 million; on a business unit basis it was £1,044 million. The differences are mainly accounted for by manufacturers' selling organizations, and also, in the case of capital expenditure, by establishments not yet in production.

The results of the 1963 census on a business unit basis were used to correct the quarterly series last year (see *Board of Trade Journal* for September 9, 1966).

Results of the 1964 and 1965 Censuses of Production

Tables 3 and 4 present estimates of stock changes and of capital expenditure in 1964 and 1965 (with comparable figures for 1963), but for slightly broader industry headings than in Tables 1 and 2, owing to the different quality of the estimates. In some industry groups (e.g. mineral oil refining, tobacco) coverage in the 1964 and 1965 censuses is almost complete; in three out of four of the 29 industry groups shown in Tables 1 and 2, coverage exceeds two-thirds in the 1964 and 1965 censuses; but for timber, furniture, etc., coverage is a little under half and, exceptionally, for the leather and leather goods industries it is only about a third. Where coverage is low, separate figures are not shown for 1964 and 1965; and in some other cases while figures are given, a lower degree of reliability is indicated by showing them in italics.

Stocks and work in progress

Table 3 shows that the value of manufacturers' stocks and work in progress increased by £593 million in 1964 and £489 million in 1965, well above the yearly increase at any time in the past decade save for 1960 (£591 million). No deduction is made here for the element of stock appreciation included in the figures. Nearly half of the increase in book values of stocks in both years is accounted for by work in progress, originating mainly in the engineering and vehicles industries. Most industry groups showed increases in book value of stocks in 1964 and 1965; but the food industries recorded a sharp fall in 1964 in stocks of both materials and finished goods, while the aircraft industry recorded a marked fall in work in progress in 1965.

Capital expenditure

Table 4 shows the sharp increases in fixed investment in 1964 and 1965 over each preceding year; the increases (in current prices) were about 16 per cent between 1963 and 1964 and 15 per cent between 1964 and 1965. New building work increased by 14 per cent between 1963 and 1964, and by 12 per cent between 1964 and 1965; acquisitions of vehicles, less disposals, increased by 22 per cent and 7 per cent in these periods; and acquisitions of plant and machinery, less disposals, rose by 17 per cent in both years. In 1964, some of the main increases in expenditure occurred in the chemicals, mechanical engineering, and miscellaneous textile industries; there were falls in the iron and steel and the motor vehicle industries. In 1965, expenditure in the chemicals industries again rose markedly, as it did for the vehicles and building materials industries, but iron and steel industries again recorded a fall.

Firms were asked to give particulars of their purchases and sales of land and existing buildings (these figures are excluded from the overall estimates of capital expenditure given in this article and tables). The figures reported for manufacturing industry as a whole are shown below:–

	Purchases £ million	Sales £ million
1963	45	57
1964	51	77
1965	52	63

Terms used

Stocks are shown at the value adopted for balance sheet purposes; they do not include the stocks of companies mainly operating abroad.

Capital expenditure represents all expenditure charged to the capital asset accounts, including items bought on hire purchase and expenditure on the replacement of assets destroyed under circumstances (e.g. fire) which have given rise to an insurance claim. Expenditure on assets for use outside the United Kingdom is excluded and so is expenditure on intangible assets such as goodwill. New building work includes, besides the construction of new buildings, the extension or improvement of old buildings (including fixtures, e.g. lifts and heating systems) and expenditure on site preparations and other civil engineering work. The purchase of newly constructed buildings is also included, and so are architects' and surveyors' fees, legal charges, stamp duties, commissions, etc. Expenditure on vehicles includes ships and aircraft as well as motor vehicles.

Total (net) capital expenditure is defined as acquisitions of vehicles, plant and machinery, less receipts from sales of these assets, plus expenditure on new building work.

Table 1. Stocks and work in progress, 1963 (a)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (b)	Industry group		Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
Orders III-XVI	All manufacturing industries	Value of stocks at end of 1963	6,278·0	2,276·5	2,358·4	1,643·1
		Change during 1963	+249·6	+68·1	+137·2	+44·3
211-219, 229	Food industries	Value of stocks at end of 1963	385·4	196·3	19·5	169·6
		Change during 1963	+ 63·9	+29·8	+ 2·3	+31·7
231, 239	Drink industries	Value of stocks at end of 1963	265·6	57·2	152·4	56·0
		Change during 1963	+ 20·4	+ 2·9	+ 14·4	+ 3·1
240	Tobacco	Value of stocks at end of 1963	248·6	191·3	34·5	22·7
		Change during 1963	+ 6·3	+12·4	— 3·8	— 2·3
262	Mineral oil refining	Value of stocks at end of 1963	103·2	54·0	12·0	37·3
		Change during 1963	— 4·5	— 1·0	— 0·5	— 3·0

(*Continued on next page*)

CENSUSES OF PRODUCTION, *continued*

TABLE 1, *continued*

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (b)	Industry group		Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
274	Paint and printing ink	Value of stocks at end of 1963	31·1	12·2	2·0	16·8
		Change during 1963	+ 1·0	+ 0·5	+ 0·2	+ 0·4
261, 263, 271-273, 275-277	Other chemical and allied industries	Value of stocks at end of 1963	356·1	164·4	40·7	151·0
		Change during 1963	— 7·9	— 4·1	+ 4·0	— 7·8
311-313	Metal manufacture – iron and steel	Value of stocks at end of 1963	340·0	155·6	124·2	60·1
		Change during 1963	+ 7·9	+ 3·9	+ 2·5	+ 1·4
321, 322	Metal manufacture – light metals, copper, brass and other base metals	Value of stocks at end of 1963	147·9	55·9	56·3	35·7
		Change during 1963	+ 2·8	+ 0·6	+ 1·5	+ 0·8
331-339, 341, 342, 349	Mechanical engineering	Value of stocks at end of 1963	1,000·3	247·5	563·3	189·5
		Change during 1963	+ 2·2	— 5·7	+ 11·7	— 3·8
351, 352	Scientific, surgical and photographic instruments, watches and clocks	Value of stocks at end of 1963	88·8	29·8	33·5	25·4
		Change during 1963	+ 4·6	+ 2·6	+ 2·5	— 0·5
361-365, 369	Electrical engineering	Value of stocks at end of 1963	760·9	186·8	408·4	165·7
		Change during 1963	+ 39·3	+ 3·2	+ 31·5	+ 4·7
370	Shipbuilding and marine engineering	Value of stocks at end of 1963	63·7	16·1	46·2	1·5
		Change during 1963	— 2·3	— 1·6	— 0·4	— 0·3
381	Motor vehicles	Value of stocks at end of 1963	395·1	123·4	125·3	146·4
		Change during 1963	+ 33·2	+ 5·7	+ 4·8	+22·7
383	Aircraft	Value of stocks at end of 1963	457·0	37·7	387·7	31·6
		Change during 1963	+ 29·3	—11·4	+ 44·1	— 3·4
382, 384, 385, 389	Other vehicles	Value of stocks at end of 1963	78·4	57·6	18·1	2·7
		Change during 1963	— 9·0	— 8·3	— 0·4	— 0·3
391-396, 399	Metal goods not elsewhere specified	Value of stocks at end of 1963	238·0	115·7	61·6	60·7
		Change during 1963	+ 6·9	+ 1·8	+ 4·4	+ 0·7
412, 413, 423	Man-made fibres, cotton, etc.	Value of stocks at end of 1963	130·0	44·2	30·4	55·3
		Change during 1963	— 1·6	+ 1·2	+ 0·3	— 3·0
414	Wool	Value of stocks at end of 1963	180·4	87·5	47·9	45·0
		Change during 1963	+ 25·4	+17·3	+ 4·5	+ 3·6
411, 415-419, 421, 422, 429	Other textile industries	Value of stocks at end of 1963	199·0	79·6	41·7	77·7
		Change during 1963	+ 11·5	+ 6·6	+ 2·8	+ 2·0
431-433	Leather, leather goods and fur	Value of stocks at end of 1963	37·9	16·2	10·0	11·7
		Change during 1963	+ 0·9	+ 1·3	+ 0·2	— 0·5
441-446, 449	Clothing	Value of stocks at end of 1963	115·6	58·6	19·6	37·4
		Change during 1963	— 0·2	+ 1·2	+ 0·9	— 2·3
450	Footwear	Value of stocks at end of 1963	37·0	15·7	6·7	14·7
		Change during 1963	— 0·7	+ 0·8	+ 0·2	— 1·7
461, 464, 469	Bricks, cement and miscellaneous building materials	Value of stocks at end of 1963	79·8	36·1	17·6	26·1
		Change during 1963	+ 1·7	+ 0·2	+ 2·8	— 1·3
462, 463	Pottery and glass	Value of stocks at end of 1963	40·8	16·7	5·5	18·5
		Change during 1963	— 0·2	— 0·0	+ 0·7	— 0·9
471-475, 479	Timber, furniture, etc.	Value of stocks at end of 1963	112·8	57·8	26·9	28·0
		Change during 1963	+ 6·1	+ 3·3	+ 2·2	+ 0·6
481	Paper and board	Value of stocks at end of 1963	66·2	38·4	3·9	23·8
		Change during 1963	+ 1·3	+ 0·6	— 0·2	+ 0·8
482, 483, 486, 489	Paper products, printing and publishing	Value of stocks at end of 1963	157·7	66·9	35·6	55·3
		Change during 1963	+ 8·9	+ 2·0	+ 2·9	+ 4·0
491	Rubber and rubber products	Value of stocks at end of 1963	70·5	20·7	9·4	40·5
		Change during 1963	— 1·0	+ 0·3	+ 0·6	— 1·9
492-496, 499	Other manufacturing industries	Value of stocks at end of 1963	90·4	36·5	17·5	36·4
		Change during 1963	+ 3·4	+ 2·0	+ 0·4	+ 1·0

(a) Including stocks held outside the United Kingdom and goods held for merchanting or factoring; stocks held by subsidiary companies mainly operating overseas are excluded.
(b) References are to the revised Standard Industrial Classification (Consolidated Edition 1963).
Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Table 2. Fixed capital expenditure, 1963 (a)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (b)	Industry group	Total (net)	New building work	Vehicles		Plant, machinery and other capital equipment	
				Acquired	Disposed of	Acquired	Disposed of
Orders III-XVI	All manufacturing industries	1,043·8	263·6	102·9	33·4	739·0	28·3
211-219, 229	Food industries	78·4	21·4	14·7	4·6	48·1	1·2
231, 239	Drink industries	58·7	28·3	6·0	1·5	26·6	0·7
240	Tobacco	7·9	0·8	0·6	0·2	7·1	0·4
262	Mineral oil refining	26·8	3·5	0·5	0·2	23·1	0·1
274	Paint and printing ink	5·0	1·7	1·4	0·6	2·6	0·1
261, 263, 271-273, 275-277	Other chemical and allied industries	130·9	27·3	10·0	3·9	99·3	1·8
311-313	Metal manufacture – iron and steel	100·2	16·6	2·5	0·7	83·8	2·0
321, 322	Metal manufacture – light metals, copper, brass and other base metals	24·5	5·5	1·4	0·4	18·7	0·7
331-339, 341, 342, 349	Mechanical engineering	102·1	24·1	11·1	3·8	75·2	4·5
351, 352	Scientific, surgical and photographic instruments, watches and clocks	10·5	3·0	1·5	0·5	6·9	0·4
361-365, 369	Electrical engineering	72·6	18·6	6·3	1·7	51·6	2·2
370	Shipbuilding and marine engineering	10·5	3·9	0·5	0·2	6·8	0·5
381	Motor vehicles	79·3	25·9	2·6	0·9	52·6	0·9
383	Aircraft	15·5	6·0	0·6	0·1	10·0	1·0
382, 384, 385, 389	Other vehicles	3·2	1·8	0·4	0·2	2·2	1·0
391-396, 399	Metal goods not elsewhere specified	43·7	10·8	6·2	2·3	30·5	1·5
412, 413, 423	Man-made fibres, cotton, etc.	22·8	2·6	1·5	0·6	20·7	1·4
414	Wool	11·9	1·9	1·2	0·4	9·8	0·6
411, 415-419, 421, 422, 429	Other textile industries	36·1	7·2	3·1	1·3	28·2	1·1
431-433	Leather, leather goods and fur	2·6	0·7	0·8	0·3	1·5	0·1
441-446, 449	Clothing	9·3	3·4	3·0	1·2	4·7	0·6
450	Footwear	3·8	0·6	0·6	0·2	2·9	0·1
461, 464, 469	Bricks, cement and miscellaneous building materials	36·7	7·4	7·9	1·5	23·4	0·6
462, 463	Pottery and glass	13·4	3·7	1·0	0·3	9·4	0·3
471-475, 479	Timber, furniture, etc.	19·6	6·6	5·9	1·7	9·2	0·4
481	Paper and board	24·0	4·9	1·4	0·5	18·5	0·3
482, 483, 486, 489	Paper products, printing and publishing	55·7	16·7	6·5	2·4	37·5	2·6
491	Rubber and rubber products	17·8	3·6	1·5	0·4	13·3	0·2
492-496, 499	Other manufacturing industries	20·3	5·1	2·2	0·8	14·8	1·0

(a) Capital expenditure covers acquisitions for use in the United Kingdom of new and secondhand plant, machinery and vehicles, and new building work (excluding site values); expenditure in Great Britain for establishments not yet in production is included.
(b) References are to the revised Standard Industrial Classification (Consolidated Edition 1963).
Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Table 3. Stocks and work in progress, 1963, 1964 and 1965 (a) (b)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (c)	Industry group		Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
Orders III-XVI	All manufacturing industries	Value of stocks at end of 1963	6,278·0	2,276·5	2,358·4	1,643·1
		Change during 1963	+249·6	+ 68·1	+137·2	+ 44·3
		1964	+592·6	+191·9	+269·2	+131·3
		1965	+488·8	+112·5	+217·7	+158·6
211-219, 229	Food industries	Value of stocks at end of 1963	385·4	196·3	19·5	169·6
		Change during 1963	+ 63·9	+ 29·8	+ 2·3	+ 31·7
		1964	*— 40·8*	*— 19·3*	*— 0·1*	*— 21·3*
		1965	*— 2·1*	*— 3·4*	*+ 0·6*	*+ 0·7*
231,239	Drink industries	Value of stocks at end of 1963	265·6	57·2	152·4	56·0
		Change during 1963	+ 20·4	+ 2·9	+ 14·4	+ 3·1
		1964	+ 32·9	+ 3·4	+ 17·9	+ 11·6
		1965	+ 27·0	+ 5·3	+ 17·7	+ 4·0
240	Tobacco	Value of stocks at end of 1963	248·6	191·3	34·5	22·7
		Change during 1963	+ 6·3	+ 12·4	— 3·8	— 2·3
		1964	+ 17·8	+ 9·4	+ 2·5	+ 5·9
		1965	+ 6·0	+ 2·4	— 1·0	+ 4·6
262	Mineral oil refining	Value of stocks at end of 1963	103·2	54·0	12·0	37·3
		Change during 1963	— 4·5	— 1·0	— 0·5	— 3·0
		1964	+ 10·2	+ 6·2	+ 1·7	+ 2·2
		1965	— 3·3	— 3·4	— 0·5	+ 0·5
274 261, 263, 271-273, 275-277	Paint and printing ink Other chemical and allied industries	Value of stocks at end of 1963	387·2	176·6	42·8	167·9
		Change during 1963	— 6·9	— 3·7	+ 4·2	— 7·4
		1964	+ 32·8	+ 12·3	+ 2·2	+ 18·2
		1965	+ 28·6	+ 13·2	+ 6·7	+ 8·7
311-313	Metal manufacture – iron and steel	Value of stocks at end of 1963	340·0	155·6	124·2	60·1
		Change during 1963	+ 7·9	+ 3·9	+ 2·5	+ 1·4
		1964	+ 37·8	+ 17·3	+ 15·5	+ 5·0
		1965	+ 26·3	+ 8·7	+ 15·3	+ 2·4

(Continued on next page)

Table 3, *continued*

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM) £ million

Standard Industrial Classification minimum list heading (c)	Industry group	Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
321, 322	Metal manufacture – light metals, copper, brass and other base metals				
	Value of stocks at end of 1963	147·9	55·9	56·3	35·7
	Change during 1963	+ 2·8	+ 0·6	+ 1·5	+ 0·8
	1964	+ 29·9	+ 8·5	+ 14·8	+ 6·6
	1965	+ 18·8	+ 5·1	+ 8·1	+ 5·5
331-339, 341, 342, 349 351, 352	Mechanical engineering; Scientific, surgical and photographic instruments, watches and clocks				
	Value of stocks at end of 1963	1,089·0	277·3	596·8	214·9
	Change during 1963	+ 6·8	— 3·1	+ 14·2	— 4·3
	1964	*+121·8*	*+ 42·2*	*+ 62·7*	*+ 16·9*
	1965	*+164·8*	*+ 42·7*	*+ 90·9*	*+ 31·2*
361-365, 369	Electrical engineering				
	Value of stocks at end of 1963	760·9	186·8	408·4	165·7
	Change during 1963	+ 39·3	+ 3·2	+ 31·5	+ 4·7
	1964	+ 90·6	+ 20·6	+ 50·5	+ 19·5
	1965	+ 75·7	+ 3·2	+ 60·6	+ 11·9
370	Shipbuilding and marine engineering				
	Value of stocks at end of 1963	63·7	16·1	46·2	1·5
	Change during 1963	— 2·3	— 1·6	— 0·4	— 0·3
	1964	+ 4·9	+ 1·9	+ 2·9	+ 0·1
	1965	+ 7·0	+ 0·4	+ 6·7	+ 0·0
381	Motor vehicles				
	Value of stocks at end of 1963	395·1	123·4	125·3	146·4
	Change during 1963	+ 33·2	+ 5·7	+ 4·8	+ 22·7
	1964	+ 59·6	+ 18·5	+ 13·0	+ 28·1
	1965	+ 74·7	+ 16·6	+ 18·3	+ 39·8
383	Aircraft				
	Value of stocks at end of 1963	457·0	37·7	387·7	31·6
	Change during 1963	+ 29·3	— 11·4	+ 44·1	— 3·4
	1964	+ 57·2	— 0·4	+ 58·4	— 0·8
	1965	— 30·9	— 2·0	— 30·4	+ 1·4
382, 384, 385, 389	Other vehicles				
	Value of stocks at end of 1963	78·4	57·6	18·1	2·7
	Change during 1963	— 9·0	— 8·3	— 0·4	— 0·3
	1964	+ 3·1	— 2·6	+ 5·4	+ 0·3
	1965	+ 7·9	+ 6·3	+ 1·6	+ 0·1
391-396, 399	Metal goods not elsewhere specified				
	Value of stocks at end of 1963	238·0	115·7	61·6	60·7
	Change during 1963	+ 6·9	+ 1·8	+ 4·4	+ 0·7
	1964	*+ 29·4*	*+ 18·5*	*+ 7·8*	*+ 3·1*
	1965	*+ 16·2*	*+ 3·9*	*+ 5·9*	*+ 6·4*
412, 413, 423	Man-made fibres, cotton, etc.				
	Value of stocks at end of 1963	130·0	44·2	30·4	55·3
	Change during 1963	— 1·6	+ 1·2	+ 0·3	— 3·0
	1964	*+ 10·8*	*+ 7·9*	*+ 0·6*	*+ 2·4*
	1965	*— 1·7*	*— 2·7*	*+ 2·3*	*— 1·3*
414	Wool				
	Value of stocks at end of 1963	180·4	87·5	47·9	45·0
	Change during 1963	+ 25·4	+ 17·3	+ 4·5	+ 3·6
	1964	*— 3·8*	*— 6·7*	*+ 0·8*	*+ 2·0*
	1965	*— 4·4*	*— 1·8*	*— 2·2*	*— 0·5*
411, 415-419, 421, 422, 429	Other textile industries				
	Value of stocks at end of 1963	199·0	79·6	41·7	77·7
	Change during 1963	+ 11·5	+ 6·6	+ 2·8	+ 2·0
	1964	*+ 19·3*	*+ 9·5*	*+ 5·7*	*+ 4·1*
	1965	*+ 13·4*	*— 1·0*	*+ 1·0*	*+ 13·4*
431-433 441-446, 449 450	Leather, leather goods and fur; Clothing; Footwear				
	Value of stocks at end of 1963	190·5	90·4	36·2	63·8
	Change during 1963	— 0·0	+ 3·2	+ 1·4	— 4·6
	1964	*+ 24·1*	*+ 9·8*	*+ 2·4*	*+ 11·8*
	1965	*+ 5·6*	*+ 3·5*	*+ 2·5*	*— 0·4*
461,464, 469	Bricks, cement and miscellaneous building materials				
	Value of stocks at end of 1963	79·8	36·1	17·6	26·1
	Change during 1963	+ 1·7	+ 0·2	+ 2·8	— 1·3
	1964	*— 2·9*	*+ 0·8*	*— 3·2*	*— 0·5*
	1965	*+ 16·3*	*+ 4·8*	*+ 3·8*	*+ 7·7*
462, 463	Pottery and glass				
	Value of stocks at end of 1963	40·8	16·7	5·5	18·5
	Change during 1963	— 0·2	— 0·0	+ 0·7	— 0·9
	1964	*+ 2·6*	*+ 0·7*	*+ 0·7*	*+ 1·2*
	1965	*+ 4·5*	*+ 1·8*	*+ 0·8*	*+ 1·9*
481	Paper and board				
	Value of stocks at end of 1963	66·2	38·4	3·9	23·8
	Change during 1963	+ 1·3	+ 0·6	— 0·2	+ 0·8
	1964	+ 8·8	+ 6·1	+ 0·3	+ 2·4
	1965	+ 1·7	— 2·8	+ 1·1	+ 3·4
482, 483, 486, 489	Paper products, printing and publishing				
	Value of stocks at end of 1963	157·7	66·9	35·6	55·3
	Change during 1963	+ 8·9	+ 2·0	+ 2·9	+ 4·0
	1964	*+ 15·5*	*+ 8·1*	*+ 1·9*	*+ 5·5*
	1965	*+ 8·8*	*+ 2·8*	*+ 0·0*	*+ 6·0*
491	Rubber and rubber products				
	Value of stocks at end of 1963	70·5	20·7	9·4	40·5
	Change during 1963	— 1·0	+ 0·3	+ 0·6	— 1·9
	1964	+ 5·2	+ 3·2	+ 0·6	+ 1·4
	1965	+ 4·5	— 0·4	+ 1·0	+ 3·9
471-475, 479 492-496, 499	Timber, furniture, etc. Other manufacturing industries				
	Value of stocks at end of 1963	203·2	94·3	44·5	64·4
	Change during 1963	+ 9·4	+ 5·3	+ 2·6	+ 1·6
	1964	*+ 25·8*	*+ 16·0*	*+ 4·2*	*+ 5·6*
	1965	*+ 23·3*	*+ 9·2*	*+ 6·8*	*+ 7·2*

(a) Including stocks held outside the United Kingdom and goods held for merchanting or factoring; stocks held by subsidiary companies mainly operating overseas are excluded.
(b) Figures for industry groups shown in italics have a lower degree of reliability (see text).
(c) References are to the revised Standard Industrial Classification (Consolidated Edition 1963).
Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Table 4. Fixed capital expenditure, 1963, 1964 and 1965 (a) (b)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (c)	Industry group		Total (net)	New building work	Vehicles		Plant machinery and other capital equipment	
					Acquired	Disposed of	Acquired	Disposed of
Orders III-XVI	All manufacturing industries	1963	1,043·8	263·6	102·9	33·4	739·0	28·3
		1964	1,215·7	300·5	123·4	38·3	862·2	32·2
		1965	1,401·4	337·8	131·0	39·8	1,003·5	31·1
211-219,229	Food industries	1963	78·4	21·4	14·7	4·6	48·1	1·2
		1964	*93·3*	*30·3*	*16·7*	*5·4*	*52·9*	*1·2*
		1965	*90·2*	*28·4*	*16·3*	*5·6*	*52·9*	*1·8*
231, 239	Drink industries	1963	58·7	28·3	6·0	1·5	26·6	0·7
		1964	62·8	28·8	6·9	1·8	29·8	1·0
		1965	73·3	33·3	8·2	1·6	34·5	1·1
240	Tobacco	1963	7·9	0·8	0·6	0·2	7·1	0·4
		1964	9·7	0·6	0·7	0·2	9·2	0·6
		1965	14·6	0·7	0·9	0·2	13·6	0·4
262	Mineral oil refining	1963	26·8	3·5	0·5	0·2	23·1	0·1
		1964	28·3	3·3	0·4	0·1	24·9	0·2
		1965	29·1	5·1	0·4	0·1	24·3	0·6
274, 261, 263, 271-273, 275-277	Paint and printing ink; Other chemical and allied industries	1963	135·9	29·0	11·4	4·5	101·9	1·9
		1964	174·3	31·2	13·3	4·5	136·9	2·6
		1965	227·9	36·2	16·4	5·2	183·8	3·2
311-313	Metal manufacture – iron and steel	1963	100·2	16·6	2·5	0·7	83·8	2·0
		1964	91·9	13·7	2·8	0·8	78·4	2·3
		1965	86·2	14·2	2·9	1·0	71·3	1·2
321, 322	Metal manufacture – light metals, copper, brass and other base metals	1963	24·5	5·5	1·4	0·4	18·7	0·7
		1964	25·3	5·0	1·7	0·4	19·5	0·5
		1965	34·5	5·8	2·0	0·5	27·7	0·6
331-339, 341, 342, 349, 351, 352	Mechanical engineering; Scientific, surgical and photographic instruments, watches and clocks	1963	112·6	27·1	12·6	4·3	82·1	4·9
		1964	*145·0*	*35·7*	*15·7*	*5·2*	*103·6*	*4·8*
		1965	*158·3*	*39·4*	*16·3*	*5·2*	*113·0*	*5·2*
361-365, 369	Electrical engineering	1963	72·6	18·6	6·3	1·7	51·6	2·2
		1964	87·2	22·3	7·8	2·1	61·0	1·8
		1965	100·7	23·9	9·2	2·3	72·3	2·4
370	Shipbuilding and marine engineering	1963	10·5	3·9	0·5	0·2	6·8	0·5
		1964	12·6	6·5	0·6	0·2	6·2	0·5
		1965	8·1	3·6	0·7	0·2	4·4	0·5
381	Motor vehicles	1963	79·3	25·9	2·6	0·9	52·6	0·9
		1964	66·7	17·7	2·9	1·0	49·8	2·7
		1965	84·5	21·9	3·1	0·8	61·3	1·0
383	Aircraft	1963	15·5	6·0	0·6	0·1	10·0	1·0
		1964	16·5	5·0	0·8	0·2	11·9	1·0
		1965	15·3	4·1	0·9	0·3	11·3	0·7
382, 384, 385, 389	Other vehicles	1963	3·2	1·8	0·4	0·2	2·2	1·0
		1964	4·8	2·6	0·5	0·1	2·8	1·0
		1965	10·3	6·6	0·5	0·1	3·8	0·4
391-396, 399	Metal goods not elsewhere specified	1963	43·7	10·8	6·2	2·3	30·5	1·5
		1964	*48·8*	*11·0*	*7·5*	*2·9*	*35·1*	*1·9*
		1965	*58·4*	*15·1*	*7·3*	*2·6*	*40·0*	*1·5*
412, 413, 423	Man-made fibres, cotton, etc.	1963	22·8	2·6	1·5	0·6	20·7	1·4
		1964	*26·5*	*3·4*	*1·7*	*0·6*	*23·1*	*1·2*
		1965	*25·8*	*4·4*	*1·9*	*0·6*	*22·0*	*2·0*
414	Wool	1963	11·9	1·9	1·2	0·4	9·8	0·6
		1964	*12·9*	*2·5*	*1·2*	*0·5*	*10·4*	*0·6*
		1965	*14·6*	*2·8*	*1·2*	*0·5*	*11·7*	*0·6*
411, 415-419, 421, 422, 429	Other textile industries	1963	36·1	7·2	3·1	1·3	28·2	1·1
		1964	*56·7*	*13·4*	*3·5*	*1·4*	*42·4*	*1·3*
		1965	*78·6*	*16·9*	*3·7*	*1·5*	*62·0*	*2·5*
431-433, 441-446, 449, 450	Leather, leather goods and fur; Clothing; Footwear	1963	15·7	4·7	4·4	1·7	9·1	0·8
		1964	*23·6*	*8·9*	*5·4*	*2·2*	*12·3*	*0·7*
		1965	*23·2*	*7·2*	*5·2*	*2·3*	*14·3*	*1·2*
461, 464, 469	Bricks, cement and miscellaneous building materials	1963	36·7	7·4	7·9	1·5	23·4	0·6
		1964	*42·6*	*10·6*	*9·9*	*1·5*	*24·4*	*0·9*
		1965	*63·9*	*18·3*	*10·0*	*2·3*	*38·5*	*0·6*
462, 463	Pottery and glass	1963	13·4	3·7	1·0	0·3	9·4	0·3
		1964	*17·7*	*5·3*	*1·1*	*0·3*	*11·7*	*0·1*
		1965	*19·6*	*6·2*	*1·3*	*0·3*	*12·7*	*0·3*
481	Paper and board	1963	24·0	4·9	1·4	0·5	18·5	0·3
		1964	31·0	7·6	1·3	0·5	22·9	0·3
		1965	34·3	7·3	1·4	0·4	26·6	0·6
482, 483, 486, 489	Paper products, printing and publishing	1963	55·7	16·7	6·5	2·4	37·5	2·6
		1964	*61·7*	*15·0*	*7·8*	*2·7*	*44·4*	*2·8*
		1965	*71·4*	*18·2*	*8·1*	*2·9*	*49·5*	*1·5*
491	Rubber and rubber products	1963	17·8	3·6	1·5	0·4	13·3	0·2
		1964	27·5	5·9	1·6	0·4	21·4	0·9
		1965	27·0	5·4	1·6	0·5	20·9	0·4
471-475, 479, 492-496, 499	Timber, furniture, etc.; Other manufacturing industries	1963	39·9	11·7	8·1	2·5	24·0	1·4
		1964	*48·3*	*14·2*	*11·4*	*3·1*	*27·4*	*1·6*
		1965	*51·6*	*12·9*	*11·5*	*2·9*	*31·1*	*1·0*

(a) Capital expenditure covers acquisitions for use in the United Kingdom of new and secondhand plant, machinery and vehicles, and new building work (excluding site values); expenditure in Great Britain for establishments not yet in production is included.
(b) Figures for industry groups shown in italics have a lower degree of reliability (see text).
(c) References are to the revised Standard Industrial Classification (Consolidated Edition 1963).
Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Industry's stocks in the fourth quarter of 1966

REVISED ESTIMATES of the change in industry's stocks in the fourth quarter of 1966 sho w a fall of £38 million (at 1958 prices, seasonally adjusted), i.e. a little more than was provisionally estimated. Although this fall is negligible in relation to the level of stocks held by industry, any fall in total stocks is uncommon, and it is a marked turn-round from the sharp rise in stocks in the third quarter. An unusually large fall in retailers' stocks was important in the overall decrease but manufacturers' stocks also fell. Stocks moved irregularly during 1966 although the downward trend in stockbuilding which began in 1964 has continued; the levels of manufacturers' and wholesalers' stocks were considerably affected by exceptional circumstances during the year, e.g. the seamen's strike and the removal of the import surcharge. During the year total stocks rose by £121 million (at 1958 prices) which was the smallest annual increase since 1962: the rise was almost entirely in manufacturers' stocks, those of distributors hardly changed.

Manufacturers' stocks

Manufacturers' stocks are now estimated to have fallen by £13 million (at 1958 prices, seasonally adjusted) in the fourth quarter after rising substantially in the third. This is somewhat different from the provisional results due partly to the revision of the series to take account of the results of the censuses of production for 1964 and 1965 (see below) but primarily to a large number of returns being received too late for the provisional results. Stocks of materials and fuel fell fairly sharply: there was some fall in every industry group but only in the textiles, leather and clothing industry was it substantial. The rise in stocks of finished goods (textiles were again important in this movement) was not sufficient to counteract the fall in materials. Only in the metal manufacturing industry, where stocks have fluctuated considerably during the year, was there any sizeable change in total stocks held. The fall in the index of production was much sharper than that in the level

Changes in industry's stocks at 1958 prices seasonally adjusted

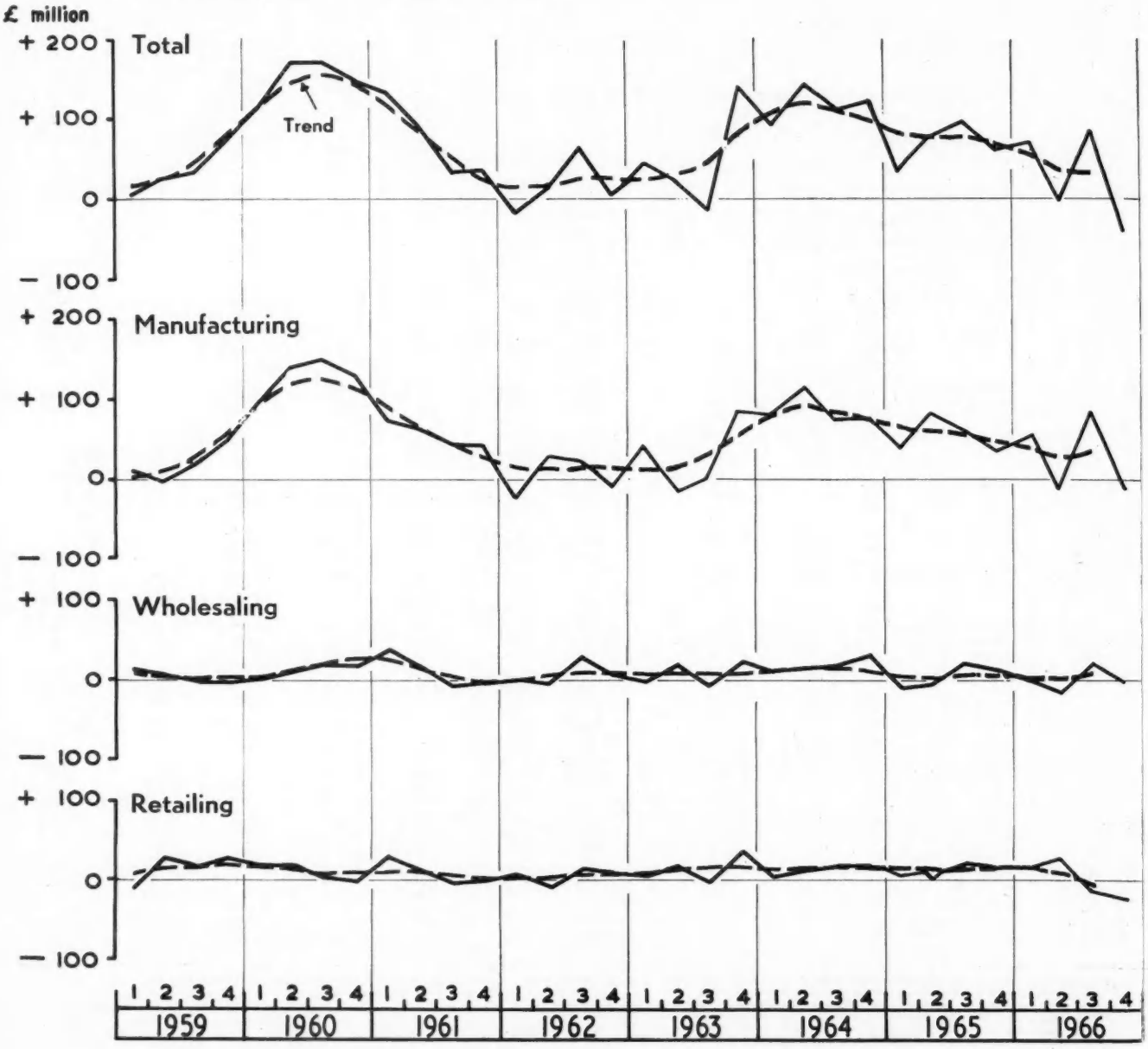

Table 1—Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1966	6,507	1,039	1,182	8,728
1960	+514	+48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+22	+14	+ 58
1963	+113	+29	+55	+197
1964	+354	+72	+47	+473
1965	+217	+19	+43	+279
1966	+112	+ 3	+ 6	+121
1960 1st quarter	+ 95	N/C	+18	+113
2nd quarter	+141	+11	+18	+170
3rd quarter	+148	+19	+ 2	+169
4th quarter	+130	+18	— 1	+147
1961 1st quarter	+ 72	+35	+25	+132
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 41	— 7	— 2	+ 32
1962 1st quarter	— 24	N/C	+ 5	— 19
2nd quarter	+ 29	— 7	—10	+ 12
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	+ 3	+ 8	+ 2
1963 1st quarter	+ 43	— 1	+ 3	+ 45
2nd quarter	— 14	+19	+18	+ 23
3rd quarter	N/C	— 9	— 1	— 10
4th quarter	+ 84	+20	+35	+139
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+13	+12	+143
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+30	+15	+123
1965 1st quarter	+ 39	—10	+ 9	+ 38
2nd quarter	+ 82	— 5	+ 3	+ 80
3rd quarter	+ 61	+21	+17	+ 99
4th quarter	+ 35	+13	+14	+ 62
1966 1st quarter	+ 53	N/C	+19	+ 72
2nd quarter	— 11	—15	+26	N/C
3rd quarter	+ 84	+20	—15	+110
4th quarter	— 13	— 1	—24	— 38

of stocks so that the sharp rise in the stocks/production ratio, shown at the provisional stage, is confirmed.

Over 1966 as a whole manufacturers' stocks rose considerably less than in the previous two years. A fall in the stocks of materials and fuel, which fluctuate rather more than the other assets, was balanced by a small rise in work in progress, the smallest since 1958 – while stocks of finished goods rose substantially. Stock-building in all industry groups except textiles and chemicals were less than in 1965 but stocks fell only in the metal manufacturing industries.

Distributors' stocks

There was virtually no change in wholesalers' stocks in the fourth quarter or during 1966 as a whole, a rise in stocks in the third quarter (occurring in the stocks of general wholesalers) being largely balanced by a fall in the second quarter. Retailers' stocks also showed an unusually small rise in 1966.

Revisions to the figures for manufacturing industry

The figures for 1964 onwards have been revised to take account of the results of the simple censuses of production for 1964 and 1965, details of which appear elsewhere in this issue. In addition, new seasonal factors have been calculated using the revised series; these have had the effect of slightly raising the seasonally adjusted estimates for the first and fourth quarters of the year and reducing those for the second and third quarters, especially the latter.

For manufacturing industry as a whole the censuses have made little difference to the quarterly estimates; although estimates for some industries and assets have been revised rather more substantially, the general pattern remains the same.

INDEX INQUIRIES

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Table 2—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a)(b)(f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1966	851	578	489	3,220	693	675	6,507	2,276	2,418	1,812
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 1	+20	—18	+ 65	+23	+22	+112	— 31	+ 32	+111
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+21	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+14	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+11	+ 8	— 6	+20	+ 3	+16	+ 53	+ 9	+ 23	+ 21
2nd quarter	— 3	+ 8	—20	— 1	+ 1	+ 5	— 11	— 31	— 1	+ 22
3rd quarter	— 7	+ 6	+24	+ 38	+16	+ 6	+ 84	+ 30	+ 6	+ 48
4th quarter	N/C	— 2	—15	+ 7	+ 3	— 5	— 13	— 38	+ 5	+ 20

Table 3—Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
810	General wholesale distributors	1960	— 1	+10	+15	+ 2	+26	
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 2	+12	—11	+14	+13	
		1964	+ 1	+ 7	+10	+27	+45	
		1965	— 9	— 1	+17	+ 5	+12	
		1966	+ 5	— 9	+24	— 5	+15	689
831	Dealers in coal, builder's materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 3	+ 2	— 3	+ 3	+ 5	
		1964	+ 3	N/C	+ 5	— 2	+ 6	
		1965	— 4	— 2	+ 1	+ 3	— 2	
		1966	— 1	N/C	— 4	— 1	— 6	88
843	Dealers in industrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 5	+ 5	+ 3	+11	
		1964	+ 6	+ 6	+ 4	+ 5	+21	
		1965	+ 3	— 2	+ 3	+ 5	+ 9	
		1966	— 4	— 6	N/C	+ 4	— 6	262
	Total wholesalers	1960	N/C	+11	+19	+18	+48	
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 1	+19	— 9	+20	+29	
		1964	+10	+13	+19	+30	+72	
		1965	—10	— 5	+21	+13	+19	
		1966	N/C	—15	+20	— 1	+ 3	1,039

Table 4—Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+105	+489	
	1966	+162	+137	+ 59	— 15	+343	7,702
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 14	+ 30	+ 62	+ 18	+124	
	1965	— 1	+ 9	+ 54	— 14	+ 48	
	1966	+ 8	+ 1	+ 43	— 33	+ 20	1,189
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 50	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	1,362
Total (e)	1960	+200	+211	+160	+119	+690	
	1961	+223	+158	+ 51	— 16	+416	
	1962	+ 75	+ 32	+ 51	— 3	+155	
	1963	+119	+ 21	+ 26	+195	+361	
	1964	+207	+228	+185	+187	+807	
	1965	+192	+157	+164	+ 90	+603	
	1966	+251	+163	+ 79	— 86	+407	10,254

Notes relating to Tables 1-4
(a) The estimates are shown to the nearest £ million, but should be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5 **The relationship of manufacturers' stocks to manufacturing production**

Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	3	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·9
	2	130	132	98·6
	3	131	133	98·8
	4	132	134	98·7
1966	1	133	136	98·0
	2	133	134	99·1
	3	135	136	99·4
	4	134	131	102·8

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.

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Industry's capital expenditure in the fourth quarter of 1966

REVISED ESTIMATES of industry's capital expenditure in the fourth quarter of 1966 show that investment was 3 per cent below the level of the third quarter after allowing for seasonal factors. This is a smaller fall than was provisionally estimated, the difference being wholly accounted for by later returns from manufacturers. Manufacturing industry's investment in the fourth quarter is now estimated to be only 1 per cent below the third quarter, while for the distributive and service industries the fall was about 5 per cent, the same as provisionally estimated. For 1966 as a whole, industry's capital expenditure is now estimated to be 1 per cent below 1965 (at 1958 prices).

Manufacturing industry

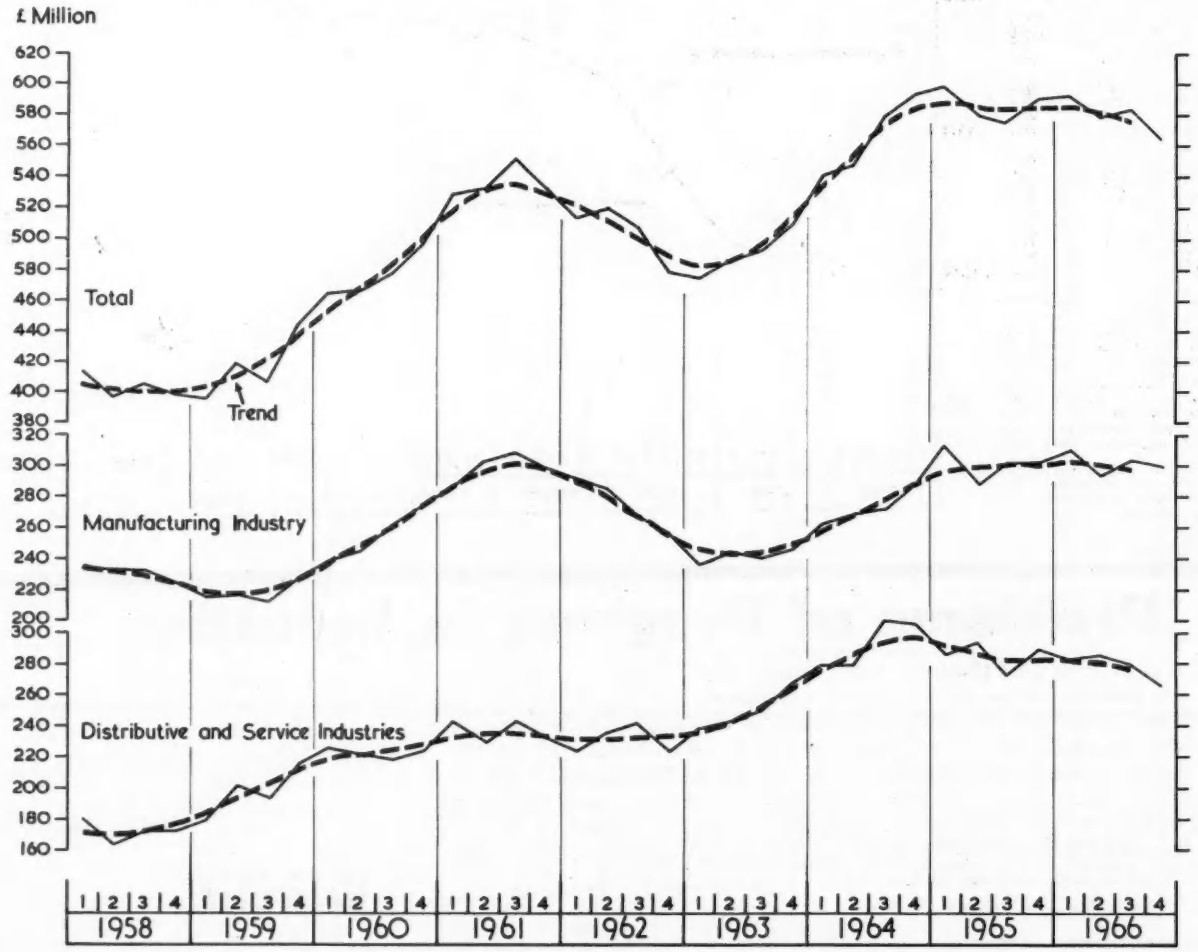
The very small fall in investment between the third and fourth quarters means that the trend of capital expenditure over the two years 1965 and 1966 still remains fairly level; looking at the figures in half-years to even out minor irregularities, investment has stayed at about £600 million (at 1958 prices, seasonally adjusted) in each of the last four half-years. (The series has been revised to take account of the results of the simple censuses of production for 1964 and 1965 and of re-calculated seasonal factors; but, while the level of investment in total is slightly higher than estimated from the quarterly inquiries, there is very little change in the underlying trend.)

For 1966 as a whole, manufacturing investment was just about the same as in 1965. Expenditure on both vehicles and plant and machinery was higher, but expenditure on new building work was almost 10 per cent lower. (An additional chart is included in the articles, distinguishing investment in new building work from other manufacturing investment.) Investment was above the 1965 level for the mineral oil refining industry (an increase of about three-fifths), the chemicals industries, and the metal manufacturing industry; the main falls in investment were in the food, drink, and tobacco industries, the textiles, leather and clothing industries, and the paper, printing and publishing industries. During the course of the year investment was moving downwards in the textile, leather and clothing industries and the vehicle industries; it was moving up in the mineral oil refining industry (where it is expected to go much higher still in 1967), metal manufacturing industries, and – despite the year on year fall – in the paper, printing, and publishing industries.

Distributive and service industries

There is little difference between the results at the provisional stage and the revised results. For the year as a whole, investment was 2 per cent lower than in 1965. Expenditure by the retail trade was well below 1965, but appeared to be flattening off during the year after running down from its mid-1964 peak. Investment in the wholesaling and allied trade was a little higher than in 1965; but it fell off in the fourth quarter of 1966. In the miscellaneous range of service industries there was little difference last year from 1965, but there was some drift downward during 1966.

Industry's fixed capital expenditure at 1958 prices seasonally adjusted



Revision of figures for manufacturing industry

The figures for 1964 onwards have been revised to take account of the result of the censuses of the production for 1964 and 1965, details of which appear elsewhere in this issue. In addition, new seasonal factors have been calculated for these years. For manufacturing industry as a whole, the censuses have made little difference to the quarterly estimates, but for some industry groups the quarterly series have been substantially revised. These include in particular, engineering industries in both years, textile, leather and clothing industries in 1964, and vehicles industries in 1965.

The difference between the quarterly sample estimates for particular industries and the census results arise in a number of ways, the most obvious being the fuller coverage of the census. In addition, a number of voluntary contributors did not return figures in time for calculations in some quarters, but provided them only when pressed for use in the census.

Differences may also have arisen from limitations in the quarterly method of calculation. The quarterly information is obtained on a business unit basis. This means that the composition of the sample is continually changing, for example, as contributors acquire or lose subsidiary companies, or change their structure. The most practicable way of dealing with this problem is a link method of calculation; grossed-up estimates of expenditure in a quarter are obtained by applying the change in the expenditure of the businesses in the sample between that quarter and the previous one to the grossed-up estimate of expenditure in the previous quarter. For this calculation only figures for adjacent quarters have to be comparable. It does, however, mean that any error which arises, for example, because of the omission of a large business from one quarter's calculation or a particularly unrepresentative change in the expenditure of a business which is included, may be carried forward until corrections based on the census results are made.

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted [a]

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	890	1,906	547	456	903
1961	1,195	948	2,143	648	435	1,060
1962	1,098	923	2,021	646	386	990
1963	964	992	1,956	595	427	935
1964	1,092	1,171	2,263	677	524	1,062
1965	1,203	1,140	2,343	706	496	1,141
1966	1,205	1,112	2,317	652	531	1,135
1960 1st quarter	238	225	463	138	112	213
2nd quarter	244	223	467	132	117	218
3rd quarter	261	216	477	136	110	231
4th quarter	273	226	499	141	117	241
1961 1st quarter	286	242	528	154	118	256
2nd quarter	302	230	532	163	104	265
3rd quarter	308	243	551	163	114	274
4th quarter	299	233	532	168	99	265
1962 1st quarter	291	223	514	163	96	255
2nd quarter	284	234	518	164	101	253
3rd quarter	267	241	508	170	95	243
4th quarter	256	225	481	149	94	239
1963 1st quarter	235	237	472	143	100	228
2nd quarter	244	239	483	149	102	233
3rd quarter	240	249	489	148	107	235
4th quarter	245	267	512	155	118	239
1964 1st quarter	262	279	541	157	126	258
2nd quarter	269	279	548	163	124	261
3rd quarter	272	308	580	176	139	265
4th quarter	289	305	594	181	135	278
1965 1st quarter	312	286	598	188	118	292
2nd quarter	287	293	580	177	130	273
3rd quarter	302	272	574	172	118	284
4th quarter	302	289	591	169	130	292
1966 1st quarter	310	283	592	169	130	293
2nd quarter	293	285	578	160	137	282
3rd quarter	303	280	583	159	139	285
4th quarter	299	265	564	164	125	275

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

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Manufacturing industry's fixed capital expenditure, by asset, at 1958 prices, seasonally adjusted

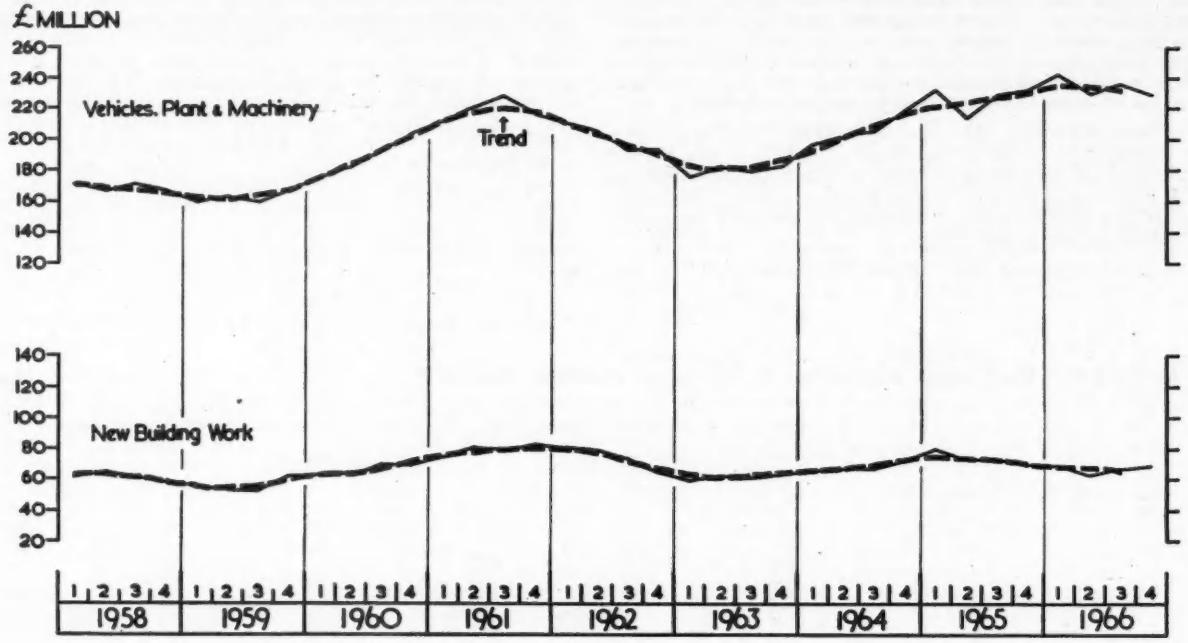


Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	141·0	39·8	207·4	111·0	270·1	90·1	114·2	82·2	149·3	1,205·1	267·7	114·8	822·6
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·5	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	36·9	7·8	56·4	27·5	67·8	25·5	29·2	19·3	40·0	310·4	68·6	29·3	212·5
2nd quarter	34·4	9·1	48·4	25·7	68·5	22·9	30·5	19·8	33·5	292·8	62·6	30·6	199·6
3rd quarter	35·0	11·8	51·2	28·4	67·9	20·1	28·1	20·0	40·9	303·4	67·3	28·6	207·5
4th quarter	34·7	11·1	51·4	29·4	65·9	21·6	26·4	23·1	34·9	298·5	69·2	26·3	203·0

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a), (c), (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	457	732	284	222	226
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	215	679	1,047	411	306	333
1966	91	160	189	672	1,021	384	325	313
1960 1st quarter	40	22	43	120	185	75	55	55
2nd quarter	43	25	43	112	180	70	55	55
3rd quarter	38	26	44	108	178	67	53	58
4th quarter	37	27	45	117	189	72	59	58
1961 1st quarter	39	28	44	131	203	80	60	63
2nd quarter	27	27	47	129	203	82	58	63
3rd quarter	31	26	52	134	212	83	65	64
4th quarter	29	24	52	128	204	85	54	65
1962 1st quarter	26	25	52	120	197	83	53	61
2nd quarter	33	27	48	126	201	85	53	63
3rd quarter	22	33	46	140	219	96	58	65
4th quarter	23	31	41	129	202	83	57	63
1963 1st quarter	23	29	52	133	214	85	61	68
2nd quarter	18	32	47	142	221	87	65	69
3rd quarter	22	31	51	145	227	87	65	76
4th quarter	22	34	54	157	245	92	75	78
1964 1st quarter	28	35	57	159	251	91	76	85
2nd quarter	27	34	60	158	252	96	74	82
3rd quarter	37	36	58	177	271	109	79	83
4th quarter	32	40	57	176	273	109	79	85
1965 1st quarter	15	41	56	174	271	108	79	86
2nd quarter	30	38	54	171	263	105	76	82
3rd quarter	22	38	53	159	250	99	73	78
4th quarter	26	36	52	175	263	99	78	87
1966 1st quarter	23	40	50	170	260	100	78	81
2nd quarter	23	43	46	173	262	97	84	82
3rd quarter	27	41	46	166	253	92	83	78
4th quarter	19	36	47	163	246	95	80	72

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	880	1,901
1961	1,239	953	2,192
1962	1,168	951	2,119
1963	1,044	1,024	2,068
1964	1,216	1,221	2,437
1965	1,401	1,228	2,629
1966	1,456	1,224	2,680
1960 1st quarter	221	216	437
2nd quarter	236	216	452
3rd quarter	271	206	477
4th quarter	293	242	535
1961 1st quarter	273	237	510
2nd quarter	304	227	531
3rd quarter	331	235	566
4th quarter	331	254	585
1962 1st quarter	286	224	510
2nd quarter	294	238	532
3rd quarter	290	241	531
4th quarter	298	248	546
1963 1st quarter	237	241	478
2nd quarter	260	242	502
3rd quarter	261	250	511
4th quarter	286	291	577
1964 1st quarter	268	282	550
2nd quarter	295	287	582
3rd quarter	303	308	611
4th quarter	350	344	694
1965 1st quarter	333	299	632
2nd quarter	329	308	637
3rd quarter	352	282	634
4th quarter	387	339	726
1966 1st quarter	347	303	650
2nd quarter	346	306	652
3rd quarter	366	295	661
4th quarter	397	320	717

Notes relating to Tables 1, 2, 3 and 4

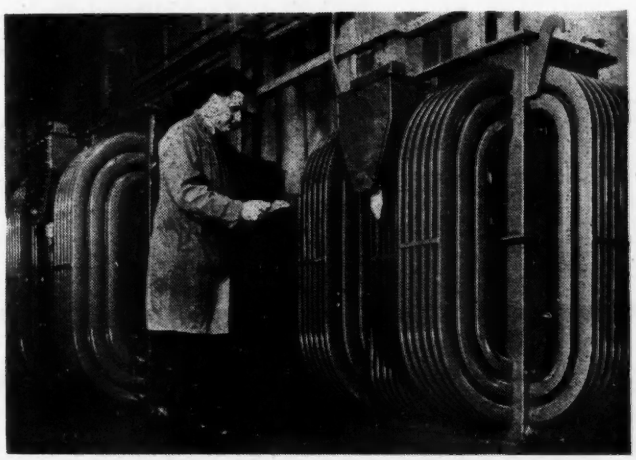
(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.



Destined for Famagusta, Cyprus, are these two 750 kVA distribution transformers under final inspection at the Wimbledon works of Foster Transformers (MI Group).

Turnover of the catering trades, laundries and dry cleaners, and hairdressers in February 1967

IN FEBRUARY the increases in the turnover of the catering, laundry and dry cleaning and hairdressing trades, compared with a year earlier, were each in total much the same as those recorded in January.

Catering trades

The total turnover of the catering trades in February was 4 per cent higher than in February 1966, the same increase as was shown for the previous month. The turnover in public houses was 5 per cent higher than in February last year, a rate of increase much the same as the average over the previous nine months. Licensed hotels reported an 8 per cent increase in turnover in February, which was higher than the average rate for the previous year. The 4 per cent increase in turnover of restaurants, cafes, etc. is in line with recent experiences. The figures of percentage change recorded for canteens and catering contractors, other than outside catering contractors, have been very volatile in recent months, but the latest figure of a decline of 1 per cent seems consistent with experience in the last quarter of 1966.

Laundries and dry cleaners

A rather smaller total increase in the turnover of these two trades taken together is reported for February, compared with the January increase. But the figures suggest a continued expansion of dry cleaning business, which may have been partly offset by a decline in traditional laundry turnover.

Hairdressers

Total turnover of hairdressers again increased by 5 per cent in February, compared with a year earlier, a higher rate of increase than during 1966. Both men's and women's hairdressers contributed to the increases.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967						95	98										
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967						+4	+4										
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967						74	79										
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967						+4	+8										
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967						95	102										
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967						+2	+4										
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967						99	101										
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967						+5	+5										
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967						109	110										
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2
	1967						+2	—1										

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The February 1967 period was the four weeks from January 29, 1967, to February 25, 1967, the February 1966 period was from January 30, 1966, to February 26, 1966.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967						118	126										
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967						+5	+3										
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967						120	123										
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967						+4	+1										
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967						114	131										
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4
	1967						+8	+8										

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967						110	113										
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967						+5	+5										
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967						119	117										
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967						+4	+6										
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967						107	112										
	1966	+2	+4	+1	+3	+2	+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967						+5	+5										

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 5547 – message to be prefixed for COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for COI').

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C.3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Metal working machine tools, deliveries and orders in February

The current monthly figures shown on the tables are based on returns made to the Ministry of Technology by firms accounting for about 75 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

The Ministry of Technology provisionally estimate that in February 1967 total deliveries of machine tools amounted to just over £11 million and net new orders to £9 million. Orders outstanding fell by a further £2 million to around £97 million at the end of the month.

Home market

After adjustment for seasonal factors home deliveries in February amounted to rather less than £8 million, £2 million lower than in January. The average of the last three months on the same basis

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966*	147·8	35·5	112·3	101·1	29·0	72·1	144·7	35·6	109·1
1967									
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter*	36·9	9·1	27·8	101·1	29·0	72·1	32·6	7·8	24·8
1967 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1966 January	10·8	2·5	8·3	105·4	29·4	76·0	12·0	3·0	9·0
February	11·6	3·0	8·6	105·4	28·6	76·8	11·6	2·2	9·4
March	15·5	3·6	11·9	104·9	28·3	76·6	15·0	3·3	11·7
April	10·6	2·2	8·4	107·5	29·8	77·7	13·1	3·7	9·4
May	12·0	2·8	9·2	107·1	30·4	76·7	11·6	3·3	8·3
June	13·0	2·9	10·1	107·7	30·0	77·7	13·6	2·6	11·0
July	11·2	2·7	8·5	109·3	31·2	78·1	12·9	3·9	9·0
August	11·4	3·1	8·3	107·8	30·9	76·9	9·9	2·8	7·1
September	14·8	3·6	11·2	105·4	30·3	75·1	12·4	3·0	9·4
October*	12·1	3·1	9·0	104·2	30·7	73·5	11·0	3·6	7·4
November*	12·6	3·1	9·5	104·1	30·2	73·9	12·4	2·5	9·9
December*	12·2	2·9	9·3	101·1	29·0	72·1	9·2	1·7	7·5
1967 January*	12·4	2·8	9·6	99·4	30·2	69·2	10·6	3·9	6·7
February*	11·1	3·0	8·1	97·2	28·6	68·6	9·0	1·4	7·6
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
March 1966-February 1967* (3)	148·9	35·7	113·2	97·2	28·6	68·6	140·7	35·7	105·0
March 1965-February 1966 (3)	140·3	38·7	101·6	105·4	28·6	76·8	153·9	38·2	115·7
Percentage change	+6	—8	+11	—8	N/C	—11	—9	—6	—9

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 12-month periods.

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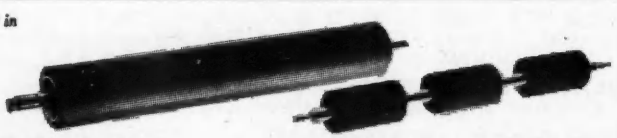
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was nearly £9 million, 10 per cent less than average for the previous three months. Net new orders rose from the exceptionally low January figure to just under £7 million but the average for the last three months was still nearly one third down on the previous three months. In unadjusted terms deliveries only slightly exceeded orders in February so that orders on hand fell only slightly to £67¼ million at the end of the month. This was 11 per cent less than at the end of February 1966, and they represent only 8 months' work at the recent reduced delivery rates.

Exports

Deliveries for export at £2¼ million, seasonally adjusted, were about the same as in the previous two months but the average for the last three months was nearly 20 per cent below that for the previous three months. Net new orders have recently been fluctuating sharply so that not much significance can be placed on one month's figures but again the average for the latest three months was nearly 20 per cent below the average for the previous three months. Orders on hand for export fell by £1¼ million to £28¼ million, the same level as a year ago and still represent about 11 months' work at recent average delivery rates.

Total

After seasonal adjustment both deliveries and net new orders were lower than in January and the averages for the latest three months were respectively 12 per cent and 29 per cent below the previous three months. The decline in both orders and deliveries since the late summer of 1966 seems to be continuing with orders falling faster than deliveries, which may possibly have been partly sustained by the relatively high order intake in the first half of last year. Total orders outstanding were 8 per cent lower than a year earlier.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966*	147·8	35·5	112·3	103·8	28·8	75·0	145·7	35·5	110·2
1967									
1966 1st quarter	34·8	8·2	26·6	107·3	29·4	77·9	36·3	8·8	27·5
2nd quarter	36·9	8·3	28·6	109·1	30·2	78·9	38·7	9·1	29·6
3rd quarter	39·5	10·1	29·4	107·9	29·9	78·0	38·1	9·7	28·4
4th quarter*	36·7	8·9	27·8	103·8	28·8	75·0	32·7	7·9	24·8
1967 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1966 January	10·8	2·3	8·5	105·6	29·5	76·1	10·6	3·0	7·6
February	11·0	2·8	8·2	105·6	29·2	76·4	11·0	2·5	8·5
March	13·0	3·1	9·9	107·3	29·4	77·9	14·7	3·3	11·4
April	11·4	2·5	8·9	108·8	30·6	78·2	12·9	3·7	9·2
May	12·0	2·9	9·1	108·3	30·7	77·6	11·5	3·1	8·4
June	13·5	2·9	10·6	109·1	30·2	78·9	14·3	2·3	12·0
July	11·8	3·0	8·8	109·0	31·0	78·0	11·7	3·8	7·9
August	13·8	3·8	10·0	106·5	30·2	76·2	11·2	3·0	8·2
September	13·9	3·3	10·6	107·9	29·9	78·0	15·2	2·9	12·3
October*	12·9	3·2	9·7	106·1	30·1	76·0	11·1	3·4	7·7
November*	12·3	3·1	9·2	106·0	29·6	76·4	12·3	2·7	9·6
December*	11·5	2·6	8·9	103·8	28·8	75·0	9·3	1·8	7·5
1967 January*	12·4	2·6	9·8	100·9	30·1	70·8	9·6	3·9	5·7
February*	10·5	2·7	7·8	98·9	29·0	69·9	8·5	1·6	6·9
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months* (3)	11·4	2·6	8·8	98·9	29·0	69·9	9·1	2·4	6·7
Average of the previous 3 months* (3)	13·0	3·2	9·8	106·0	29·6	76·4	12·9	3·0	9·9
Percentage change	—12	—18	—10	—7	—2	—8	—29	—18	—32

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 3-month periods.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 556 *of the* Board of Trade Journal, *February* 24, 1967.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 *Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m.*

Exhibitions and Fairs

'Metz à l'heure Britannique'—the week which was a ten-day wonder

By Elizabeth Hartley, Information Division, Board of Trade

'Toutes les vitrines proclament "buy British". Mettons-nous donc au goût du jour et achetons anglais. . . .'

THUS THE leading article in a Metz newspaper opened one of its daily commentaries on the British Shopping Week, which closed on April 9. 'Metz à L'Heure Britannique', to give this event its French title, has met with a sustained enthusiasm which leaves no doubt of the desire of everyone in the city to do more business with Britain. (Metz is the largest city in North-East France and the commercial centre of the Lorraine.)

The Week was conceived and organized by a local committee headed by the Mayor of Metz, and sponsored by the London Chamber of Commerce and the Board of Trade. Although the proposal was made some time before the British Week in Lyons opened last October, its implementation was greatly stimulated by this major promotion, the first of its kind in France. Like the Florentine retailers who came to Milan, visitors from Metz were impressed with what they saw at Lyons and came home more determined than ever to hold their own British Week.

The decision to stage this British promotion concurrently with the International Spring Fair, Expometz, proved a happy one for several reasons. In the first place, this was a time when the climate of the city was particularly favourable to commerce: one felt that the Metz shopkeepers – nearly 200 of them – had made a special feature of British goods primarily because they thought it good business to do so. Again, the Fair attracted numerous visitors from Belgium, Germany and other countries, whose presence enhanced the value of this spontaneous promotion of British goods. This year, in fact, saw a record overall attendance at the Fair, with 113,287 on Sunday, April 2 – an all-time 'high' for any day at a Metz fair.

There was also the strong British element at this year's Expometz itself, which on the opening day might well have been mistaken for a British event. There were Union Jacks everywhere; the band of the Duke of Edinburgh's Royal Regiment playing at the gates; British police; replicas of the Crown Jewels; displays of British kitchen equipment, and a Bass bar doing a roaring trade. Even the tricolour ribbon and scissors used at the opening of 'La Maison Anglaise' were made in London and Sheffield respectively – a fact that was not overlooked by the local press. 'La Maison Anglaise', the largest purely commercial display at the Fair, whose nine room settings carried nearly 400 individual products representing more than 100 British companies, won gold medals and certificates of excellence for the Board of Trade and the London Chamber of Commerce – the first time that such an award had been made.

The Week was inaugurated and 'La Maison Anglaise' opened by Sir Patrick Reilly, British Ambassador in Paris, supported by Mr. J. S. Selwyn, HM Consul-General in Strasbourg.

Metz en fête

In spite of its emphasis on trade, the Shopping Week maintained a light-hearted and holiday air, from the cavalcade of assorted vehicles and bands which followed the opening ceremony to the release of 5,000 balloons and the horse show which marked the closing stages. Highlights of the Week included the 'twinning' ceremony between the cities of Gloucester and Metz and the football match, a hard-fought contest in which the Crystal Palace team defeated Metz by three goals to one. In spite of a very wet afternoon and bleak evening, the match drew a record attendance of 7,000 – the previous highest total recorded at the Metz stadium having been 6,500. Three bands made a circuit of the field before the match began – the municipal band; the band of the Duke of Edinburgh's Royal Regiment; and the boy pipers from George Heriot School in Edinburgh, the last named being among the most popular visitors to Metz during the Week. Members of both teams were presented to Lord Walston, Parliamentary Secretary, Board of Trade, whose visit at mid-week gave a well-timed impetus to the promotion.

Regional development

One of the more important events during the Shopping Week was a lecture given by Mr. C. P. Isolani, First Secretary (Information) at the British Embassy in Paris, on the history and aims of regional development in Britain to a picked audience of leading architects, engineers and professors, who commented on the realistic manner in which the British Government is tackling this problem, which has its parallel in France. Much interest was shown in an arresting photographic display showing the history of regional development in Britain, which had been prepared by the Central Office of Information and covered two walls of the lecture room at the Town Hall.

Ingenious displays

Much of the gaiety of the Shopping Week derived from the quantity and variety of display material provided by the Board of Trade, used to good advantage in streets and shop windows. Union Jacks alternated with tricolours on every lamp post in the centre of the city, and were slung across the main shopping streets to form a continuous display, while guardsmen and bagpipes, giant whisky bottles and royal photographs, coats of arms and many other items presided over window displays of British goods which not infrequently filled them to the exclusion of all others.

A window dressing competition organized by the British Chamber of Commerce in France, with prizes of free trips to Britain, attracted more than 60 entries, many of them showing great ingenuity. Interflora, for example, undaunted by the fact that its stock could not be imported, had a fine display of table decorations, each built around a different British figure or symbol, and backed by a sheaf of telegraphed orders from all parts of the Commonwealth. The Burberry agent displayed his goods against a backcloth of London street names. The centre of attraction in another store selling British woollen cloth was a live black-faced lamb adorned with a tartan bow in lieu of a 'Made in Britain' tag.

Lively interest

Random visits to a few of the shops indicated a very lively interest in British products on the part of the store owners and buyers, most of whom reported increased interest by their customers also. Thus Mr. Keime of Keime and Nassoy, whose windows sported an eye-catching display of British carpets, said that the wide range of colour, patterns and designs that Britain had to offer had taken everyone by surprise. 'More than that', he said, 'I have had four orders to fit British moquette carpets this week alone'. Mr. Keime added that, in spite of high customs duties, some 20 per cent of his turnover came from the sale of British goods. If it were possible to obtain British rugs under the same trading conditions as those from Germany, they could be sold for 20 or 25 per cent less than at present.

Other stores considered it too early to assess their sales of British goods but all reported an increased flow of customers to their store during the Shopping Week. One manager pointed out that most people in Metz received their pay packet at the end of the month. 'They are looking now', he said, 'but they will come back to buy'.

The British Chamber of Commerce in France is planning to set up a permanent organization in Metz to follow up the Shopping Week, and to act as a channel of information about British goods for French importers in the Lorraine and Alsace regions.

Association with Gloucester

Impressive though the 'twinning' ceremonies between the cities of Gloucester and Metz have been, it is by the less official members of the Gloucester delegation that the city will be chiefly remembered by the people of Metz. The crew of the green double-decker bus say that it has proved to be the most popular method of transport between the city centre and the Fair – once the initial surprise at its colour had been overcome. (One paper headlined 'On attendait un "Bus" rouge; c'est un vent qui se pointe!') But although the bus proved as great an attraction as its scarlet counterparts at previous British Weeks, the greatest success at Metz was won by Gloucester's two policemen and policewomen, who left an ineradicable impression of friendliness and goodwill behind them. 'Les bobbies' were everywhere. They visited shops, shared beats with their French colleagues, and signed autographs on every available scrap of paper – on newspapers, parcels, even on old bills. They were feted and photographed and interviewed by press and radio.

Continued on page 957

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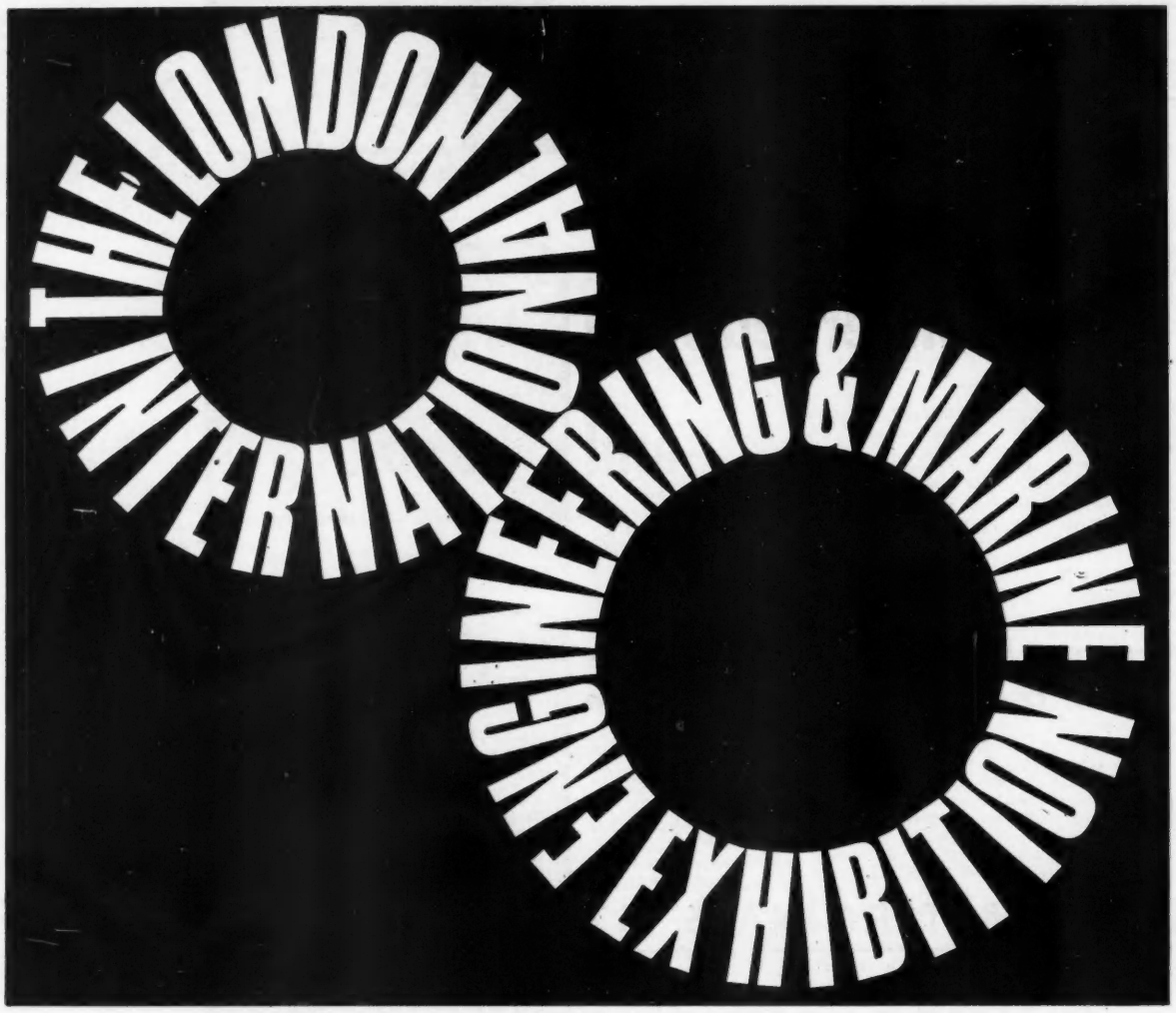

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in association with The British Electrical and Allied Manufacturers' Association and the British Mechanical Engineering Federation, together with their affiliated Associations.

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Left: Sir Patrick Reilly, the British Ambassador (second from right), inspecting the garden and supporting exhibits in the patio of La Maison Anglaise during the International Fair at Metz (March 29-April 9). Others in the photo are Mr. J. S. Selwyn, British Consul-General in Strasbourg (on the Ambassador's right), M. Yves Guermont, President of EXPOMETZ (fourth from left), M. Jacques Weber, President of the Moselle Chamber of Commerce and Industry (third from left), and M. Raymond Mondon, Mayor of Metz (extreme left). The picture on the right shows a French colleague watching PC David Poole of the Gloucester Constabulary as he signs some of his daily quota of autographs at the Fair.

Left: The Lord Mayor of Gloucester, Councillor A. G. Neal (right), presents an illuminated address to the Mayor of Metz, M. Mondon, on the occasion of the 'twinning' ceremony between the two cities which took place during the Fair at Metz. Watching are the sword-bearer, Mr. P. Preece, and the Town Clerk of Gloucester, Mr. D. Hall. Right: The band of the Duke of Edinburgh's Royal Regiment lead the opening cavalcade through the streets of Metz.

BRITISH SHOPPING WEEK IN METZ, *continued*

'We never thought it would be like this', they said. 'It has been hard work but it has been wonderful'.

Luncheon

A luncheon given by Lord Walston in honour of the Prefect of the Region and members of the Metz Chamber of Commerce was one of the most important events during the Minister's brief but very busy visit to the Shopping Week. In his speech at the luncheon Lord Walston stressed the important part which European resources and traditions could play in the world today. 'The challenge before us now', he said, 'is to make sure that these traditions, this wealth of experience, these great material resources, are joined together not in rivalry against any other country or continent, but in order to continue with our historic task of spreading peace, enjoyment and prosperity throughout the whole world'. Lord Walston congratulated the people of Metz on their initiative in creating this British Shopping Week, and continued: 'It is you, the businessmen of Metz, in partnership with your colleagues from Britain, who are showing in a practical way the benefits which we can all get from collaboration between our two countries. This week you are promoting the sale of British goods in your shops and encouraging contacts between the people of our two countries. As a result, not only will we export more to you, but you will export more to us'. Lord Walston referred to the production of the world's first supersonic airliner as an 'outstanding example of technological co-operation' between France and Britain and said that there were many other fields in which we were working, and could work, together with profit. 'British technology', he said, 'has brought England among the world's leaders in the production of computers, nuclear power, Hovercraft and desalination plant'. All Europe wanted more and faster progress in these directions. 'We think', he concluded, 'that a united Europe which included Britain would be a stronger Europe, and we were all encouraged by the words of your Mayor, M. Mondon, to think that you, who live at the heart of the European Community, would welcome our presence in it'.

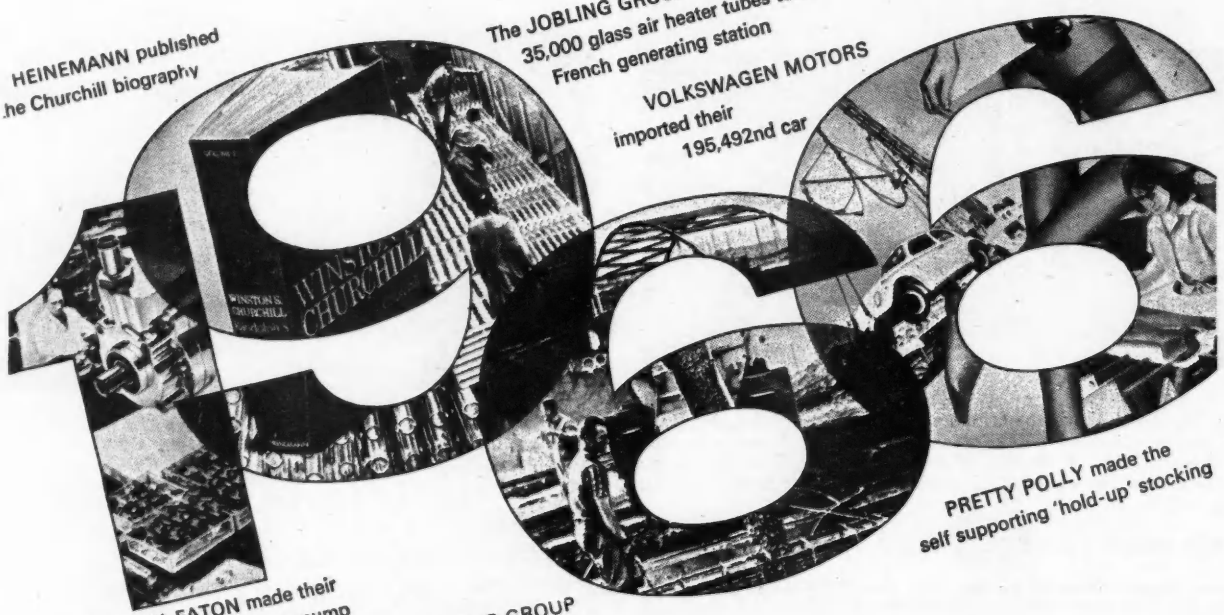
HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Sir Geoffrey Eley reports

- After bearing considerably heavier interest and depreciation charges, Group Profit before tax amounted to £7,162,000 compared with £7,154,000 in 1965. Turnover constituted a new record of £129,531,000 — up 11%.
- Cash generation improved in 1966, compared with 1965. Tillings are not short of funds for profitable expansion. Some £9,000,000 was invested last year in developing our existing interests.
- The Tilling policy of allowing our members a high degree of freedom has continued to prove attractive to potential newcomers, and has justified itself in results.
- British industry cannot for more than a short period support the present level of taxation — both on companies and on individuals — without grave risk of harm to the economy. Unless some aspects of the tax system are amended fairly soon, the "Brain Drain" will merge into an even more alarming "Outflow of the Enterprising".

THOMAS TILLING LIMITED



RESULTS AT A GLANCE

	1966	1965
Group Turnover	£129,531,000	£116,507,000
Group Profit before Tax	£7,162,000	£7,154,000
Profit available for Ordinary Dividend	£3,336,000	£3,462,000
Ordinary Dividend-Net (30%)	£1,345,000	£1,345,000

If you would like a copy of the full Review, Report and Accounts please write to: The Secretary, Thomas Tilling Limited, 26 Crewe House, Curzon Street, London, W.1.

Massed bands to play new British Week March

A BRITISH WEEK March, which will embody Belgian folk tunes, is to be specially composed for Brussels. This was announced by Lieutenant Colonel C. H. Jaeger, Director of Music, Irish Guards, who recently visited the Heysel Stadium where, during the British Week, he will direct the music of the 12 British military bands at the Massed Bands Concert.

The 12 bands will comprise some 360 men and the Belgian Army authorities with the warm hospitality which they invariably display towards the British have offered them accommodation in Brussels during their stay.

Paris farm machinery show

THE 38th Salon International de la Machine Agricole was held at the Porte de Versailles from March 7-12. The total attendance (602,000) showed an increase of 3 per cent over last year while the number of foreign visitors went up by about 25 per cent. Twenty-seven countries provided 10,000 machines of 2,359 different makes, 922 of which were of foreign manufacture. Great Britain had 102 makes on show, and, apart from France with 1,437, was surpassed only by Germany with 300 and the United States with 126.

The 102 British makes were the products of 83 firms which were either direct participants or were being represented by their French agents. Eleven of the direct participants were members of the Agricultural Engineers Association Limited which organized, with the assistance of the Board of Trade, a joint venture at this exhibition. Nine of these firms were grouped together in an indoor stand most tastefully designed by the Central Office of Information. The other two were to be found on an outside site which suited better the exhibition of their products. Sir Patrick Reilly, the British Ambassador, spent several hours visiting the exhibition and was pleased to hear that, in spite of the general impression among French exhibitors that the political climate (the exhibition was held at the same time as the general elections) had inspired a wait and see policy among prospective buyers, many interesting orders and inquiries were taken by British firms.

On the joint venture stand alone orders were taken for 15 large grain dryers for Germany and 100 for the United States. One exporter concluded an agency agreement for the sale of his silos and another three joint venture participants each had several offers for the distribution of their equipment. Similarly a tail-mounted fork-lift attachment for tractors received many offers for distribution throughout France. So did a tractor-mounted hydraulic lift fork. One British manufacturer of milking machinery was extremely pleased with the results he obtained and considered this exhibition to have been the best for several years.

The Massey Ferguson stand attracted the usual throng of visitors who were able to see a full-scale combine harvester working in slow motion. Great interest was also shown in the new David Brown tractor and in the Ford and BMC models. The rapid increase in France in the number of people who have acquired week-end cottages has created a big demand for small motorized hoes and other gardening equipment. A whole building has now been devoted to this type of product for which Britain has a very high standard of quality.

France is the third largest producer of agricultural machinery after Germany and the United Kingdom. Her exports slowed down considerably during 1966 (an increase of 6.46 per cent compared with an annual average of 20 per cent over the previous five years). Her farmers however, import about 40 per cent of their equipment and much of it comes from the United Kingdom. It would appear that the British share of these imports might well increase after this year's very successful participation in the Agricultural Machinery Exhibition.

Mr. D. F. Osborn flew out to Canada on April 1 to promote coast to coast sales for the Royal Crown Derby Porcelain Company, Limited. He is seen with Mr. John Cliff, general sales manager, who is holding a piece from the Royal Crown Derby Centennial range of collectors' items. It is a two-handled dessert basket in the Japanese 'Imari' pattern bearing the Canadian Heraldic Coat of Arms.

More mechanization at Food Engineering Show

MANUFACTURERS showing equipment at the International Dairy Engineering and Food Machinery Exhibition, held at Earls Court from April 3 to 7, totalled 121, including 27 from 14 overseas countries. Overall attendance for the exhibition was 9,711, and of this foreign buyers accounted for 1,456. The organizers reported that exhibitors were cautiously optimistic about the amount of foreign interest shown, and pointed out that this is the only international show dealing exclusively with dairy and food machinery anywhere in Europe in 1967, and therefore somewhat of a focal point for many of the world's leading suppliers and equippers of the dairy and food precessing industries. The biggest representation from abroad came from France, Germany and Holland; early in the week a trade delegation from Denmark visited the exhibition. Current developments in dairy and food technology were on view at the exhibition, which demonstrated strikingly the increasing use of mechanization and automation by the two industries. The official opening of the exhibition was performed by Mr. Rowan Hare, president of the Food Manufacturers' Federation.

The exhibition was sponsored by the Dairy Engineers Association and the Food Machinery Association and organized by the Trades' Markets and Exhibitions Ltd.

Clothing mission to Toronto

From the British Week Office, Toronto

A FORTY-MAN clothing mission, representing 28 leading British manufacturers of women's fashions set up shop in the Royal York Hotel, Toronto, on March 26, and attracted buyers from not only the key 250-square mile area of the city, target of the British Week next October 12-21, but from as far away as Montreal in the east and Calgary, 2,000 miles to the west. Highlight of the week was a fashion show on March 28 which attracted more than 500 buyers and press representatives.

Manufacturers and distributors estimated that some £350,000 worth of merchandise was sold during the week. Buyers were still visiting the display on March 31 as the mission members were packing their products preparatory for leaving, some to Montreal and others for New York.

The mission was jointly organized by the Board of Trade, the British Week Office in Toronto, and the Clothing Export Council.

One firm reported selling 4,500 dresses in the £25 to £100 range – three times the trade it had anticipated. One of Canada's biggest stores – with branches throughout Ontario and Quebec, the two provinces in which more than half of Canada's 20 million people live – were particularly eager to stock British fashions.

One manufacturer, who won orders for more than £30,000 worth of merchandise said, 'I almost didn't come, but I'm very glad I did'.

Such success has its problems however, as manufacturers who did better than they had expected said in some cases the orders were more than their normal production could cope with, and they would have to engage more staff to deal with the sales leap.

The mission won unqualified approval from fashion authorities in the Canadian press, radio and television – and there was the chorus of satisfaction at the results received.

A number of Canadian agents also benefited from the mission as some firms which previously had not attempted to enter the Canadian market found it necessary to appoint local representatives to handle future sales.

Enthusiastic comments by Canadian observers included the following:

Mr. Case Newland, secretary of the British Textile Agents Association said of the fashion show: 'I'm enraptured. I haven't seen anything like this before on this continent.'

Other comments: 'The rest of the world is so far behind London today in the fashion industry that it is time we took a look at ourselves in Canada and made some improvements.'

'Most fashion shows bore me stiff after about five minutes, but this show is stunning.'

'These colours and designs are the best I have seen anywhere, though I'm not sure they will sell all that well in Toronto.'

This last comment had to be expected. Some exhibitors, particularly those who had not ventured into the Canadian market before, were unaware of the innate conservatism of most Canadians. Unlike in some fields, Canadian fashion taste generally lags six to 12 months behind the world's fashion centres in adopting and adapting new stylings and fabrics.

But there was no doubt that Canadians were impressed by what they saw and the mission is sure to leave a lasting effect, though it is anyone's guess how long it will be before Canada accepts the current British hemline. Canadian women's skirts have been slowly inching up, but are still longer than even in the United States.

Perhaps by the time current British fashion trend has gone full circle, and London's skirts are dipping once more, Canadian women will have fully accepted – and be wearing – mid-thigh hemlines.

Overseas Trade and Exports

The Business Development Bureau at Expo '67

BUSINESSMEN FROM around the world are offered a unique opportunity to meet their counterparts from Canada and the 70 participating nations in Expo '67's International Trade Centre at Expo '67, the great international exhibition to be held in Montreal from April 28 to October 27. The Centre, sponsored by the Canadian Bankers' Association, provides accommodation in a two-storey building for Expo's Business Development Bureau, including both the Business Promotion Division and the Expo Club as well as representatives from the commercial and industrial departments of the chartered banks of Canada.

As a result of the Business Development Bureau's extensive promotional campaign in 1966, it is already apparent that thousands of businessmen, both Canadian and foreign, will be visiting Expo this year to take advantage of the opportunities for trade promotion offered at Expo '67.

In order that business visitors from outside Canada obtain maximum benefit from their visit, the Bureau has requested that they complete a registration form in advance detailing the people and places they would like to see while they are in Canada. This form is sent to the nearest Canadian Trade Commissioner, who will assist the prospective visitor in planning his trip to the best advantage. A copy is also sent to the Business Promotion Division, where a file is initiated indicating the visitor's interests, the time he intends to come, and the contacts he wishes to make. The staff of this division then map out an itinerary for the visitor with the assistance of liaison agents working on 'welcome' committees which have been established in 10 major centres throughout the country. Members of these committees, which usually comprise some five or six people, are drawn from local trade and industrial associations, Board of Trade and Chambers of Commerce and the provincial Departments of Trade and Industry. In the major industrial areas sub-committees have been formed to supplement the work of the central committees.

On arrival at the International Trade Centre the foreign visitor will be interviewed by one of the counsellors on duty, and together they will review the programme planned for the visitor and perhaps alter it to include a visit to other areas of Canada to investigate relevant markets and sources of supply.

With regard to group visits the Business Promotion Division will draw up an itinerary with the assistance of the welcome committees, but the onus for making direct introductions and appointments for visits to commercial and industrial enterprises will rest on the liaison agents themselves rather than on the staff of the Business Development Bureau. Welcome committees will also be responsible for the hospitality extended to groups visiting their area, and, indeed, some provinces have already allocated substantial funds for entertaining business visitors during the Expo period.

Expo Club, the International Trade Centre's private rendezvous for Canadian members, their guests and visiting business executives from other countries, is also enjoying a good response. To date, more than 1,200 Canadian business executives have taken out membership. These members, from companies large and small, right across the country, represent some of Canada's leading export/import houses and major industries.

Business visitors to Canada from abroad who register their intention of visiting the International Trade Centre, will automatically receive guest membership in Expo Club for the duration of their stay. British business visitors who arrive in Montreal without registration may obtain registration forms and sponsorships from the British Trade Commission at 635 Dorchester Boulevard West, Montreal 2, PQ (Tel. 866-5863).

There is a well equipped library in the Business Development Bureau with technical magazines from all participating countries. Mr. Arnold Heckle (second from left), Principal British Trade Commissioner in Montreal, is the chairman of the International Commission on Business Development and he is seen showing a copy of 'The Engineer' to other members of the Committee.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

TRADE AND FINANCIAL ARRANGEMENTS

Singapore Currency Act 1967

THE SINGAPORE Currency Act 1967 – No. 5 of 1967 – was passed by Parliament on March 13, 1967. The Act establishes the Board of Commissioners of Currency, Singapore, and the national currency of Singapore and provides for matters connected therewith.

The unit of currency will be the Singapore dollar which will be divided into 100 cents. The abbreviated form of the Singapore dollar will be 'S$'. The par value of the Singapore dollar will be 0.290299 grammes of fine gold which is the par value of the present Malayan dollar. The Singapore dollar will be automatically convertible into sterling and will be fully backed.

The establishment of a separate Singapore currency became necessary because no satisfactory formula, acceptable to both the Singapore and Malaysian Governments, could be found to maintain common currency and banking arrangements between them when the Board of Commissioners of Currency, Malaya and British Borneo, ceases to be the currency issuing authority for Malaysia, Singapore and Brunei on June 12, 1967.

Double taxation—Canada, Singapore, Trinidad and Tobago

THE BOARD of Inland Revenue announce that the following Double Taxation Agreements have now been published as Schedules to Orders in Council.
Canada – S.I. 1967, No. 482
Singapore – S.I. 1967, No. 483
Trinidad and Tobago – S.I. 1967, No. 484.

Norway and Hungary

A TRADE AGREEMENT between Norway and Hungary for the period January 1, 1967 to December 31, 1969 was signed in Budapest on December 9, 1966. The Agreement will be automatically extended for a period of one year, unless notice of termination has been given by either Government before October 31, 1969, and for further periods of one year unless notice of termination has been given two months before the expiry of its validity.

Norwegian exports to Hungary in 1967 will include canned fish, various fish products, including frozen fish, fillets, herrings, etc., fish meal, cod liver oil, vitamin oils and concentrates, sperm oil, hardened fats and refined fish oils, fatty acids, various chemicals, paper and board, cellulose, rayon wool and tops, raw hides, ferro alloys, rolling mill products, magnesium and various machinery and equipment.

Hungary will export to Norway basket work and textile goods including carpets. In addition Hungary will be able to export to Norway goods not at present subject to import licensing restrictions.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 5112/G.

Austria and Czechoslovakia

A NEW Long-term Trade Agreement between Austria and Czechoslovakia was signed in Vienna on December 22, 1966, and came into effect from January 18, 1967. It will remain in force until December 31, 1971, when it may be renewed annually subject to three months' notice of denunciation.

New quota lists of goods (effective from January 1, 1967) to be exchanged on an annual basis have been established.

Austrian exports to Czechoslovakia will include iron and steel manufactures and products, machinery, electrical equipment, synthetic resins, chemical and pharmaceutical products, artificial fertilizers, and agricultural products.

Czechoslovak exports to Austria will include mineral fuels, machinery, glass and ceramics, and agricultural products.

The agreement also contains a list of goods, the import of which into Austria from Czechoslovakia, is *not* subject to quantitative restriction.

The German text of the Agreement with the lists of goods to be exchanged may be seen at the Tariff Section, Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

France and Greece

THE FRENCH *Moniteur Officiel du Commerce International* of February 22 published details of a financial protocol, signed on January 31, 1967, between France and Greece.

Among the goods likely to benefit from this financial agreement are railway stock, telecommunication and electronic apparatus, ships and boats and scientific equipment (Ref. CRE 4811/G).

France and Turkey

THE SAME *Moniteur Officiel du Commerce International* published details of a financial protocol, signed on January 24, 1967, between France and Turkey and gave a list of various projects in Turkey benefiting from this agreement.

The full French texts of these notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480) (Ref. CRE 15185/G).

Italy and Syria

THE ITALIAN Minister for Foreign Trade announced in a circular of February 28 that the Trade Agreement between Italy and Syria signed in Damascus on November 10, 1966 has been tacitly renewed

(*Continued on next page*)

Engineer Israel Sasson (left), director of the spinning section, Israeli Ministry of Commerce and Industry, visited the Keighley factory of Prince-Smith & Stells to study their current range of textile machinery for the man-made, woollen and worsted industries. He is seen discussing the Gill Box with Mr. E. R. Feather (right), one of Prince-Smith & Stells' technical export salesmen and who is responsible for the Middle East countries.

ITALY AND SYRIA, *continued*

without change for a further 12 months to February 28, 1968.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 8662/G.

Spain and Yugoslavia

IT HAS BEEN announced in the Spanish Ministry of Commerce publication *Informacion Comercial Española* that a Payments Agreement between IEME (the Spanish Exchange Control Institute) and the National Bank of Yugoslavia was signed on March 4, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3476). Please quote reference No. CRE 10860/G.

Cyprus and Poland

A PROTOCOL signed in Nicosia on March 23, 1967, between the Governments of Cyprus and Poland provides for the exchange of goods during the period March 16, 1967 to March 15, 1968, under the terms of the Cyprus/Poland Trade Agreement of 1962. The protocol envisages trade between Cyprus and Poland to the value of £450,000 in each direction.

Morocco and Poland

THE MOROCCAN *Bulletin Officiel* of March 8, 1967, announced the signing on February 8, 1967 of a protocol to the trade agreement of 1959 between Morocco and Poland.

Moroccan exports to Poland include citrus fruits, cereals, cork, cotton, phosphates, mineral ores and fish meal. Polish exports to Morocco include potatoes, foodstuffs, sugar, fabrics, coal and coke, domestic and industrial equipment and refrigerating equipment.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/81) quoting reference CRE 8299/G.

Tunisia and the USSR

THE TUNISIAN *Journal Officiel* of March 7, 1967, published details of the long-term trade agreement of 1962 between Tunisia and the USSR as it applies for 1967. A number of quotas under the agreement show increases compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/81) quoting reference CRE 7879/G.

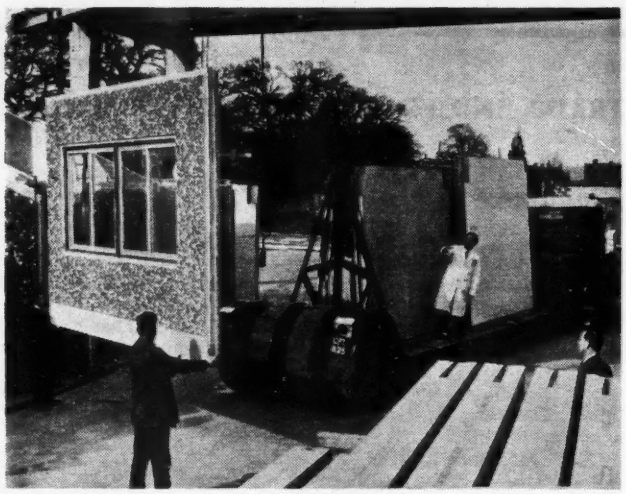
Tunisia and Sudan

THE TUNISIAN *Journal Officiel* of March 14-17, 1967, announced the renewal, for a further year from January 9, 1967, of the trade agreement of 1964 between Tunisia and Sudan. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462) quoting reference CRE 9431/G.

Algeria and East Germany (correction)

IN THE NOTICE in the *Board of Trade Journal* of March 31 (page 832) 'domestic machinery' should be shown as an East German export to Algeria and not vice versa.



Loading sections for one of three Switzerland-destined factory made houses at Taylor Woodrow-Anglian Ltd.'s Lenwade factory. The Pointer Group, makers of the original arrangements for the sale of the houses, also carried out the transport of the houses to Switzerland. Five Pointer Group trailers took the 110 *tons of housing components to Basle, via the roll-on roll-off commercial vehicle ferry at Felixstowe.*

Senegal and Sweden

THE BRITISH EMBASSY in Dakar has reported that a commercial agreement between Senegal and Sweden was signed on February 24, 1967.

Swedish goods to be exported to Senegal will include foodstuffs, pharmaceutical products, textiles, hardware and agricultural machinery.

Senegal will export to Sweden fish (fresh, frozen, smoked and salted), groundnuts, phosphates, hides and skins, and handicraft work.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4, quoting reference CRE/19851/G.

Industrial Property Convention: Argentina and Uruguay

THE GOVERNMENTS of Argentina and Uruguay have given notice of their accession to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, and an Order in Council was made on March 23, 1967, declaring Argentina and Uruguay to be Convention countries for all the purposes of the Acts relating to patents, designs and trade marks.

Copies of the Order (SI 1967 No. 481) may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of HMSO, price 3d. each, by post 6d. each.

Hints to businessmen

REVISED EDITIONS of the booklets on Irish Republic, Ivory Coast, Venezuela and South Vietnam have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Export Service Bulletin

DURING THE six months ended March 31, 1967, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the last six months. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7058).

Six months ended March 31, 1967

Commodity	No. of Inquiries
Aircraft and watercraft	147
Antiques and works of art	4
Baby and invalid carriages	7
Boots, shoes and slippers	58
Brushes and brooms	35
Building supplies	276
Ceramic products	132
Chemicals, oils, fats, greases and paints	506
Clothing	207
Contracts	663
Cosmetics, toilet preparations, perfumery and hairdressing Equipment	43
Domestic appliances	162
Druggists' sundries	62
Drugs and pharmaceutical preparations	134
Electrical machinery and apparatus	1,497
Fancy goods	96
Foodstuffs, beverages and tobacco	180
Furniture and floor coverings	129
Glass and glassware	77
Hard haberdashery	20
Iron and steel	832
Jewellery, cutlery, goldsmiths' and silversmiths' wares	70
Leather and imitation leather	32
Leather goods	30
Livestock and appliances and equipment	45
Machinery and Plant (including machine tools)	2,715
Medical and surgical instruments and appliances	233
Metalwares	37
Mineral products	158
Musical instruments	14
Non-ferrous metals	416
Office machinery and equipment	125
Paper, printed matter and stationery	314
Photographic and cinematographic equipment	69
Plastics materials	99
Prefabricated houses and buildings	25
Radio apparatus (including record players, television receivers and tape recorders)	298
Railway equipment	210
Rubber manufactures	122
Scientific and optical instruments	519
Soap and cleansing preparations	34
Spectacleware, opticians' supplies	11
Sports goods	50
Textiles	484
Timber, wood manufactures	49
Tools, hand and engineers' small (including portable power tools)	255
Toys, games and model egineering	46
Vehicles and parts	461
Watches and clocks	18

Reports on overseas markets in the Export Service Bulletin

IN THE *Board of Trade Journal* of October 14, 1966, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the periods October-December 1966 and January-March 1967 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first-hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

Lahore Station, where British Insulated Callender's Construction Company Ltd. is working on a consortium contract. Their part, valued at some £3 million, is for the installation of the overhead catenary and complete telecommunication systems for the 25 kV a.c. electrification of the Pakistan Western Railway's Lahore-Khanoual route. British engineers and local staff are now preparing a complete track survey, and detail design work is proceeding. Much of the material allocation on the Lahore-Raiwind priority section has been completed. BIC Construction Co. Ltd. is a member of a British consortium also including AEI, The English Electric Co., Hackbridge and Hewittic Electric Co. and Westinghouse Brake and Signal Co.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433). Information for United Kingdom exporters will be found on page 964.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin
Chile	The 'free' zone of Chile	248/66
Italy	Machine tools	37/67
Japan	Engineers' small tools	50/67
Japan	Furniture	200/66
Malta	Tyres	58/67
Zambia	Construction equipment	40/67

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Furniture and floor coverings:		
Furniture	Japan	200/66
Machinery and plant:		
Construction equipment	Zambia	40/67
Engineers' small tools	Japan	50/67
Machine tools	Italy	37/67
Miscellaneous:		
The 'free' zone of Chile	Chile	248/66
Rubber Manufactures:		
Tyres	Malta	58/67

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ALGERIA

(67/67) Films and Accessories for Algerian Radio and Television Authority. April 30. E.S.B. 14746/67.*
(65/67) Fire Float (Pre-Qualification) for Chamber of Commerce and Industry. Apply by May 15. E.S.B. 14338/67.*

AUSTRALIA

(67/67) Overhead Travelling Crane for Electricity Commission of Queensland. April 26. E.S.B. 15101/67.*
Postmaster General's Department, Melbourne:
(65/67) Gauges and Tools. May 25. E.S.B. 14337/67.*
(68/67) Badged Crockery. May 25. E.S.B. 14782/67.*
(66/67) Turbo-Alternators for West Australian State Tender Board. July 20. E.S.B. 14700/67.

BRAZIL

(64/67) Postal Sorting System for Ministry of Transport and Public Works. (Further Information.) Address corrected to Praca P10X54, 10° andar Rio de Janeiro. E.S.B. 12039/67.*

BURMA

(64/67) Bearing Bushes and Collars for Industrial Development Corporation. April 28. E.S.B. 14154/67.*
Industrial Trade School:
(65/67) Machine Tools and Accessories. May 31. E.S.B. 14397/67.*
(65/67) Engine Testing Equipment. May 31. E.S.B. 14398/67.*
(65/67) Electrical Sundries. May 31. E.S.B. 14399/67.*
(64/67) Chemicals; Laboratory Equipment for Mineral Development Corporation. April 30. E.S.B. 14176/67.*
Myanma Export Import Corporation:
(63/67) Co-Polymer Resins. April 27. E.S.B. 14144/67.*
(63/67) Co-Polymer Resins. April 26. E.S.B. 14145/67.*
(63/67) Polythene. April 28. E.S.B. 14147/67.*
People's Oil Industry:
(63/67) Oil Storage Tanks. May 13. E.S.B. 13877/67.*
(63/67) Pumps. May 6. E.S.B. 14124/67.*
(63/67) Pumps. May 6. E.S.B. 14125/67.*
(66/67) Lamp Accessories. April 30. E.S.B. 14601/67.*
(66/67) Bleaching Powder. April 30. E.S.B. 14400/67.*

CEYLON

(67/67) Steel Strapping for Ceylon Plywoods Corporation. June 16. E.S.B. 14772/67.
(65/67) Cleansing Vehicles for Colombo City Council. (Further Information.) E.S.B. 12689/67.*
Department of Government Electrical Undertakings:
(67/67) Mortuary Cooler. May 25. E.S.B. 14774/67.
(67/67) Mortuary Cooler. May 25. E.S.B. 14775/67.
(66/67) Paper and Board for Ministry of Finance. June 20. E.S.B. 14657/67.*
(67/67) Chlorine Compressor for Paranthan Chemicals Corporation. April 27. E.S.B. 14773/67.
(66/67) Abrasives for State Hardware Corporation. April 30. E.S.B. 14721/67.
(66/67) Pressure Impregnation Plant for Tender Board. May 18. E.S.B. 14654/67.*

COLOMBIA

(65/67) Substation Equipment for Central Hidroelectrica de Caldas. (Further Information.) Tender documents now available. E.S.B. 12048/67.*

COSTA RICA

(63/67) Miscellaneous Equipment for El Instituto Costarricense de Electricidad. May 5. E.S.B. 14371/67.*

ECUADOR

(64/67) Consultancy Services for Port Enlargement for Guayaquil Port Authority. May 11. E.S.B. 14673/67.

ETHIOPIA

(68/67) Diesel Electric Locomotives for Franco-Ethiopian Railway Company. June 29. E.S.B. 15119/67.

FORMOSA

Central Trust of China:
(64/67) Cellulose Wrapping and Tape. April 27. E.S.B. 14634/67.*
(64/67) Cigarette Paper. April 29. E.S.B. 14363/67.*
(64/67) Pneumatic Feeding Plant. April 28. E.S.B. 14364/67.*
(64/67) Tyres and Tubes. April 28. E.S.B. 14633/67.*
(64/67) Roller Bearing Cups and Cones. April 26. E.S.B. 14642/67.*
(65/67) Radio Telephone Terminals. April 27. E.S.B. 14635/67.*
(65/67) Noscapine Hydrochloride. April 27. E.S.B. 14637/67.*
(67/67) Oils and Greases. May 1. E.S.B. 14800/67.*

GREECE

(66/67) Airfield Navigational Equipment for Ministry of Commerce. May 8. E.S.B. 14720/67.*
Public Power Corporation:
(63/67) Topographic Instruments. May 4. E.S.B. 14352/67.
(63/67) Wire Rope. May 3. E.S.B. 14348/67.
(63/67) Switches; Lightning Conductors. April 26. E.S.B. 14349/67.
(66/67) Underground Cables. May 26. E.S.B. 14671/67.
(66/67) Conveyor Belt. May 5. E.S.B. 14670/67.
(67/67) Generators. May 8. E.S.B. 14669/67.
(67/67) Transformer Regulator. May 10. E.S.B. 14683/67.

INDIA

(64/67) Construction of Transmission Line for Assam State Electricity Board. May 20. E.S.B. 14620/67.
(64/67) Acetylene Cylinders for BEAS Purchase Organization. June 21. E.S.B. 13867/67.*
Bhabha Atomic Research Centre:
(63/67) Hydraulic Pillar Press. April 26. E.S.B. 14308/67.*
(64/67) Band Saw Machine. April 26. E.S.B. 14309/67.*
(64/67) Telephone Equipment. April 27. E.S.B. 14310/67.
(66/67) Transformers for Bihar State Electricity Board. May 1. E.S.B. 14616/67.
(65/67) Control Equipment for Bombay Electric Supply and Transport Undertaking. June 8. E.S.B. 14623/67.*
(65/67) Electronic Equipment for Bombay Port Trust. May 2. E.S.B. 14664/67.
(67/67) Railway Yard Mechanization for Central Railway. (Further Information.) Tender documents now available. E.S.B. 12972/67.*
(66/67) High Frequency Grinders for Chittaranjan Locomotive Works. (Further Information.) Tender documents now available. E.S.B. 11549/67.*
(67/67) Cable Drum for Diesel Locomotive Works. April 27. E.S.B. 14748/67.
(66/67) Transformers for Delhi Electric Supply Undertaking. May 8. E.S.B. 14660/67.
(64/67) Chemical Plant Expansion Scheme for Durgapur Chemicals Limited. June 30. E.S.B. 14622/67.
(67/67) Handling System for Fertilizer Corporation of India Ltd. E.S.B. 15120/67. 15120/67.
(65/67) Metals for Government of Mysore. May 15. E.S.B. 14355/67.*
(66/67) Boiler for Government Polytechnic, Bihar. April 29. E.S.B. 14619/67.
(64/67) Travelling Overhead Crane for The Gujarat Electricity Board. (Further Information.) Closing date postponed to April 27. E.S.B. 6792/67.
(65/67) High Voltage Testing Sets for Hindustan Cables Limited. May 9. E.S.B. 14618/67.
Hindustan Aeronautics Ltd.:
(66/67) Power Distribution Equipment. May 11. E.S.B. 14662/67.
(66/67) Power Distribution Equipment. May 11. E.S.B. 14663/67.
(64/67) Forgings for India Supply Mission. May 1. E.S.B. 14615/67.
(65/67) Silica Gel for Indian Drugs and pharmaceuticals Ltd. April 26. E.S.B. 13868/67.*
(66/67) Construction of Silos for Kerala State Electricity Board. (Further Information.) Closing date postponed to May 1. E.S.B. 10648/67.
(66/67) Tin for Madras State Electricity Board. May 3. E.S.B. 14665/67.
(67/67) Sub-Station Equipment for Maharashtra State Electricity Board. May 12. E.S.B. 14749/67.
(66/67) Dynamometers for Mysore State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 13866/67.*
(64/67) Cables for National Coal Development Corporation Ltd. April 28. E.S.B. 14621/67.*
National Mineral Development Corporation Ltd.:
(63/67) Bulldozer. May 11. E.S.B. 13873/67.
(63/67) Motor Grader. May 8. E.S.B. 13872/67.
(65/67) Railway Block Signalling for South Eastern Railway. June 12. Tender notice now available. E.S.B. 14617/67.*
Tata Electric Companies:
(64/67) Cables (Further Information.) Tender documents now available. E.S.B. 12936/67.*
(64/67) Transformers. (Further Information.) Tender documents now available. E.S.B. 12937/67.*
(66/67) Cables and Accessories for UP State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 12881/67.*
(66/67) Bucket Wheel Reclaimer for Vishakhapatnam Port Trust. May 15. E.S.B. 14661/67.
(64/67) Chemical Feed Equipment for West Bengal State Electricity Board. (Further Information.) Closing date postponed to May 2. E.S.B. 10239/67.*
Western Railway, Bombay:
(66/67) Route Relay Interlocking System. (Further Information.) Closing date postponed to June 1. E.S.B. 9660/67.*
(66/67) Route Relay Interlocking System. (Further Information.) Closing date postponed to June 1. E.S.B. 9661/67.*
(67/67) Electrical Equipment. June 27. E.S.B. 14752/67.
(68/67) Electrical Equipment. June 27. E.S.B. 14750/67.

IRAN

(66/67) Paper for Iranian Tobacco Monopoly. June 3. E.S.B. 14689/67.*
Steel Corporation of Iran:
(64/67) Electric Furnace. May 22. E.S.B. 14302/67.*
(66/67) High Frequency Communication Network. June 17. E.S.B. 14719/67.*

IRAQ

Central Foreign Purchasing Board:
(64/67) Tents. (Further Information.) Tender documents now available. E.S.B. 13046/67.*
(65/67) Electronic Vacuum Tubes. (Further Information.) Tender documents now available. E.S.B. 13045/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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(65/67) **Gas Pipeline** for Gas Distribution Administration. (Further Information.) Tender documents now available. E.S.B. 8301/67.*
Ministry of Defence:
(66/67) **Machinery Spare Parts.** June 13. E.S.B. 14687/67.*
(66/67) **Tent Repairing Materials.** June 17. E.S.B. 14685/67.*
(66/67) **Tent Poles.** June 17. E.S.B. 14686/67.*
(65/67) **Generator Spare Parts.** June 13. E.S.B. 14688/67.*
Ministry of Municipalities and Works:
(64/67) **Construction of Water Supply Scheme.** (Reissue of Tender.) Closing date postponed to May 15. E.S.B. 2422/67.*
(64/67) **Construction of Water Supply Extension.** June 6. E.S.B. 14390/67.
(66/67) **Underground Cable** for National Electricity Administration. (Further Information.) Tender documents now available. E.S.B. 14127/67.*

IRISH REPUBLIC

Dublin Corporation:
(66/67) **Concrete Pipes.** (Further Information.) Closing date postponed to May 2. E.S.B. 9638/67.
(66/67) **Concrete Sewer Pipes.** (Further Information.) Closing date postponed to May 2. E.S.B. 11164/67.

JORDAN

Central Tenders Board:
(63/67) **Laboratory Equipment.** April 29. E.S.B. 13865/67.*
(68/67) **Incubators.** May 2. E.S.B. 15117/67.*

KENYA

(64/67) **Telecommunication Equipment** for East African Posts and Telecommunications Administration. Closing date not known. E.S.B. 14650/67.

KOREA

(66/67) **Sub-Station Equipment** for Office of Supply. May 1. E.S.B. 14675/67.*

LIBYA

(66/67) **Medical Equipment** for Central Tenders Board. June 12. E.S.B. 14677/67.

MALAWI

(67/67) **Mechanical and Electrical Installations** for Malawi Development Corporation. April 30. E.S.B. 14731/67.

MALAYSIA

(66/67) **Fertilizer** for State Tender Board. May 6. E.S.B. 14728/67.*

MALTA

Director of Contracts:
(64/67) **Storage Tank.** April 26. E.S.B. 14361/67.*
(66/67) **Telephones.** April 26. E.S.B. 14707/67.*

NETHERLANDS

Director of Waterways:
(65/67) **Construction of Roads.** May 3. E.S.B. 14658/67.
(65/67) **Construction of Refuge Lanes.** May 3. E.S.B. 14702/67.
(68/67) **Construction Work.** May 3. E.S.B. 15136/67.
(68/67) **Construction of Roads.** May 3. E.S.B. 15139/67.
(68/67) **Construction Work.** May 19. E.S.B. 15140/67
(68/67) **Construction Work.** May 3. E.S.B. 15142/67.

NEW ZEALAND

(65/67) **Transformer** for the Auckland Electric Power Board. May 26. E.S.B. 14392/67.*
General Post Office:
(64/67) **Stills.** April 27. E.S.B. 14182/67.*
(64/67) **Relay Switches; Mercury Tubes.** April 28. E.S.B. 14183/67.*
(65/67) **Portable Earth Drills.** May 4. E.S.B. 14368/67.*
(65/67) **Drills.** May 5. E.S.B. 14367/67.*
(66/67) **Vibrating Table.** May 1. E.S.B. 14656/67.*
(65/67) **Paper** for Government Printing Office, Wellington. April 27. E.S.B. 14394/67.*

PAKISTAN

(67/67) **Pipes and Fittings** for Dacca Water Supply and Sewerage Authority. June 1. E.S.B. 14781/67.
Director of Supply:
(68/67) **Furnace; Machine Tools.** May 1. E.S.B. 15125/67.*
(68/67) **Technical Educational Equipment.** April 27. E.S.B. 15122/67.*
East Pakistan Industrial Development Corporation:
(68/67) **Crude Oil.** May 15. E.S.B. 15118/67.
(68/67) **Mechanical Equipment.** (Further Information.) Tender documents now available. E.S.B. 11532/67.*
(68/67) **Antibiotics and Drugs** for Ministry of Health. May 2. E.S.B. 14785/67.*

PARAGUAY

(66/67) **Aluminium Sulphate** for Corporacion de Obras Sanitarias. April 27. E.S.B. 14722/67.*

SINGAPORE, REPUBLIC OF

(68/67) **Air Conditioning Plant** for Singapore Airport. May 5. E.S.B. 14784/67.*

SOUTH AFRICA

(65/67) **Conveyor Belt** for Cape Provincial Tender Board. April 28. E.S.B. 14328/67.*
State Tender Board:
(65/67) **Fire Engines.** May 9. E.S.B. 14377/67.*
(65/67) **Cables and Connectors.** April 26. E.S.B. 14340/67.*
(65/67) **Steel Bolts.** April 26. E.S.B. 14374/67.*
(65/67) **Aero Wheel Chocks.** April 27. E.S.B. 14376/67.*
(67/67) **Electrical Equipment.** April 26. E.S.B. 14737/67.*
(67/67) **Pneumatic Paving Breakers.** April 27. E.S.B. 14736/67.*
(67/67) **Aluminium.** April 26. E.S.B. 14740/67.*
(67/67) **Resistance Meters and Blocks.** April 28. E.S.B. 14738/67.*
(67/67) **Electro-Encephalograph.** April 27. E.S.B. 14739/67.*

SPAIN

(66/67) **Postage Stamp Vending Machines** for Ministerio de la Gobernacion. June 1. E.S.B. 14705/67.

SUDAN

(64/67) **Fuse Units** for Central Electricity and Water Corporation. May 2. E.S.B. 14106/67.*
(63/67) **Generator Sets** for Ministry of Works. April 29. E.S.B. 14117/67.*

SWITZERLAND

(63/67) **Construction of Building** for United Nations, Geneva. (Further Information.) E.S.B. 4293/67.

THAILAND

(67/67) **Aeroplane Engine Spare Parts** for Directorate of Air Engineering. April 28. E.S.B. 14760/67.*
Provincial Electricity Authority:
(67/67) **Meters.** April 27. E.S.B. 14729/67.
(67/67) **Electric Meters.** April 28. E.S.B. 14730/67.
State Railway of Thailand:
(65/67) **Oil Meters; Valves.** May 3. E.S.B. 14360/67.*
(66/67) **Fire Fighting Plant.** May 4. E.S.B. 14762/67.
(66/67) **Wire.** April 27. E.S.B. 14766/67.
(66/67) **Electrical Accessories.** May 15. E.S.B. 14763/67.
(66/67) **Ferro-Manganese.** May 8. E.S.B. 14764/67.
(66/67) **Ferro-Silicon.** May 8. E.S.B. 14765/67.

TURKEY

(67/67) **Insulators** for Iller Bankasi, Genel Mudurlugu. April 26. E.S.B. 14742/67.*
(67/67) **Train Lighting Equipment** for Devlet Demiryollari Isletmesi, Genel Mudurlugu. April 28. E.S.B. 14743/67.*
(68/67) **Sewing Machines** for Kara Kuvvetleri Komutanligi. May 10. E.S.B. 14794/67.*
Naval Forces Command:
(68/67) **Paint Raw Materials.** May 10. E.S.B. 14792/67.*
(68/67) **Chemical Additives.** April 30. E.S.B. 14793/67.*
(68/67) **Insulators** for PTT Genel Mudurlugu. May 3. E.S.B. 14791/67.*

UGANDA

Central Tender Board:
(65/67) **Construction of Drainage and Sewage Disposal Works Extensions.** April 30. E.S.B. 14609/67.*
(66/67) **Construction of Water Supply Extension.** May 31. E.S.B. 14674/67.*

URUGUAY

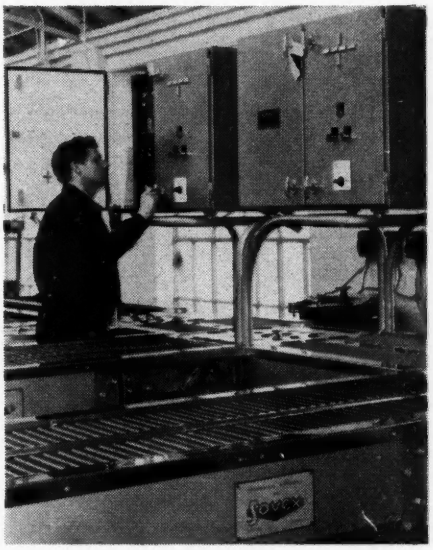
(64/67) **Steel Slings** for State Oil and Alcohol Monopoly. May 3. E.S.B. 14118/67.
(64/67) **Television Equipment** for State Radio and Television Service. June 15. E.S.B. 14629/67.
(64/67) **Batteries** for State Railways. 1st call May 9, 2nd call May 16. E.S.B. 14628/67.

UNITED STATES

(66/67) **Generators; Turbines** for Chelan Co. Public Utility District, Wenatchee. (Advance Information.) E.S.B. 14442/67.

ZAMBIA

Central Supply and Tender Board:
(66/67) **Scientific Apparatus.** April 28. E.S.B. 14610/67.*
(67/67) **X-ray Accessories.** May 5. E.S.B. 14756/67.*
(67/67) **Sterilizer.** May 5. E.S.B. 14744/67.*
(67/67) **Dental Anaesthetic.** May 5. E.S.B. 14755/67.*



The movement of newpapers from presses to waiting delivery vans in one of Holland's busiest newspaper plants has been automated by two British firms, Sovex Ltd. and MTE Control Gear Ltd. The newspaper, De Telegraaf *of Amsterdam, now has one of the most up-to-date conveyor systems in Europe. Picture shows diverters and converters for* De Telegraaf *under electrical test at Sovex's Erith works.*

Robert Hough

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden
(68/67) Inquiry for cosmetics; toiletries. E.S.B. 14595/67.

Australia
(64/67) Agency inquiry for biscuits. E.S.B. 13446/67.
(64/67) Agency inquiry for clothing; piece-goods. E.S.B. 12390/67.
(64/67) Agency inquiry for cosmetics; pharmaceuticals. E.S.B. 13756/67.
(65/67) Agency inquiry for amplifiers; relays. E.S.B. 14058/67.
(66/67) Agency inquiry for canned fruit. E.S.B. 2665/67.
(66/67) Agency inquiry for furnishing fabrics. E.S.B. 14204/67.
(67/67) Agency inquiry for floor covering. E.S.B. 7720/67.
(63/67) Manufacture under licence metal products; plastic products. E.S.B. 4046/67.
(64/67) Inquiry for handkerchiefs; household linen. E.S.B. 10795/67.
(67/67) Manufacture under licence fluidic logic devices. E.S.B. 13643/67.

Austria
(67/67) Agency inquiry for building material and supplies; building machines; ironmongery. E.S.B. 13160/67.
(67/67) Agency inquiry for foodstuffs. E.S.B. 14456/67.
(67/67) Agency inquiry for rubber processing machinery. E.S.B. 13976/67.
(67/67) Agency inquiry for shoes. E.S.B. 14093/67.
(68/67) Agency inquiry for biscuits; confectionery. E.S.B. 14574/67.
(68/67) Agency inquiry for electrical and kitchen appliances; radios; recorders; television sets. E.S.B. 15012/67.
(68/67) Agency inquiry for woollen cloth. E.S.B. 12599/67.
(68/67) Agency inquiry for woollen piece-goods. E.S.B. 14511/67.
(67/67) Inquiry for vehicle components and accessories. E.S.B. 11333/67.

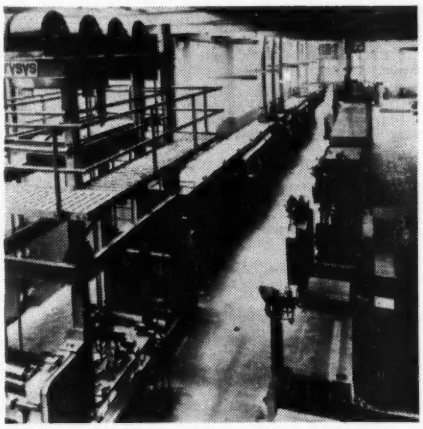
Bahamas
(65/67) Inquiry for yachting caps. E.S.B. 13627/67.

Belgium
(65/67) Agency inquiry for industrial chemicals. E.S.B. 13529/67.

Burma
(66/67) Inquiry for laboratory equipment. E.S.B. 13988/67.

Canada
(65/67) Agency inquiry for carpets. E.S.B. 13334/67.
(66/67) Agency inquiry for electronic equipment; radio and television components. E.S.B. 9472/67.
(68/67) Agency inquiry for hospital supplies and equipment. E.S.B. 14248/67.
(64/67) Inquiry for glass. E.S.B. 14225/67.
(65/67) Inquiry for brooms; chamois leather; mops. E.S.B. 10964/67.
(65/67) Inquiry for woollen fabrics. E.S.B. 14271/67.
(65/67) Hotel accommodation during the Universal and International Exhibition ((Expo '67) Montreal. E.S.B. 848/67.
(66/67) Inquiry for motor car parts and accessories. E.S.B. 13406/67.
(67/67) Inquiry for confectionery; foodstuffs. E.S.B. 14823/67.
(67/67) Inquiry for glass fibre filament. E.S.B. 15079/67.
(67/67) Inquiry for label imprinting machines; marking and stamping equipment. E.S.B. 14297/67.
(67/67) Inquiry for spark plug gaskets. E.S.B. 19295/66.

†For further details on the 'Export Services Bulletin' see page 964.



A coil coating line, to produce venetian blind slats and hermetic sealing shutters, just completed for Gradhermetic SAE, Barcelona – a continuous strip of metal is automatically cleaned and painted before it is formed and punched. Designed in Britain by the export organization of Carrier Engineering Company Ltd., the line was installed by their Spanish associates, Drysys Española SA.

(68/67) Inquiry for flip cover containers. E.S.B. 10409/67.
(68/67) Inquiry for pipe manufacturing machinery. E.S.B. 15077/67.

Ceylon
(67/67) Inquiry for miscellaneous plant equipment and machinery. E.S.B. 14413/67.

Chile
(64/67) Market report on printing machinery and supplies. E.S.B. 13533/67.

Denmark
(63/67) Agency inquiry for environmental and atomic laboratory equipment. E.S.B. 13210/67.

Finland
(65/67) Agency inquiry for glass fibre. E.S.B. 12486/67.
(65/67) Agency inquiry for magnesium oxide. E.S.B. 13755/67.
(65/67) Inquiry for accumulators; batteries. E.S.B. 14254/67.
(67/67) Inquiry for ore refining plant. E.S.B. 13747/67.

France
(64/67) Agency inquiry for clothing for motor cyclists. E.S.B. 13726/67.
(64/67) Agency inquiry for laboratory chemicals; laboratory apparatus and equipment. E.S.B. 13234/67.
(68/67) Agency inquiry for measuring equipment E.S.B. 14239/67.
(64/67) Inquiry for chairs. E.S.B. 14033/67.
(64/67) Inquiry for giftware and novelties. E.S.B. 13483/67.
(64/67) Inquiry for knitwear; sportswear; ties. E.S.B. 13750/67.
(66/67) Inquiry for fabrics. E.S.B. 14203/67.
(67/67) Inquiry for loader/excavator. E.S.B. 14229/67.
(67/67) Manufacture under licence boilers; steel structures. E.S.B. 14547/67.

Germany, Federal Republic of
(67/67) Inquiry for electricity power station equipment. E.S.B. 14918/67.

Germany/Zambia
(65/67) Trade Agreement. C.R.E. 18916/G.

Guatemala
(65/67) Agency inquiry for chemicals. E.S.B. 13583/67.

Guyana
(68/67) Agency inquiry for paper. E.S.B. 14250/67.

India
(65/67) Inquiry for catgut processing machinery; needle closing machine. E.S.B. 12362/67.
(66/67) Inquiry for heating equipment. E.S.B. 9814/67.
(67/67) Inquiry for chemistry and physics laboratory equipment. E.S.B. 13720/67.

Iran
(65/67) Agency inquiry for generators. E.S.B. 13964/67.

Irish Republic
(67/67) Agency inquiry for textile fabrics. E.S.B. 14030/67.

Israel
(64/67) Agency inquiry for china clay; tiles. E.S.B. 13274/67.
(67/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 7464/67.
(67/67) Agency inquiry for insulating materials. E.S.B. 14438/67.
(67/67) Agency inquiry for surgical dressing; syringes. E.S.B. 14276/67.
(66/67) Inquiry for pumps. E.S.B. 14244/67.
(67/67) Inquiry for alfalfa processing machines. E.S.B. 14119/67.
(67/67) Inquiry for bottle labelling machines. E.S.B. 14472/67.
(67/67) Inquiry for cubing and wrapping equipment; foodstuffs; paper. E.S.B. 15073/67.
(67/67) Inquiry for timber. E.S.B. 15030/67.
(67/67) Manufacture under licence welding equipment. E.S.B. 14973/67.

Italy
(67/67) Agency inquiry for clothing. E.S.B. 14403/67.
(67/67) Agency inquiry for foodstuffs. E.S.B. 11225/67.
(67/67) Agency inquiry for marine stores and equipment. E.S.B. 14087/67.
(68/67) Agency inquiry for rolling mill rolls. E.S.B. 14419/67.
(67/67) Inquiry for air-conditioning equipment; catering equipment; heating equipment; ionizers and ozonizers. E.S.B. 10764/67.

Jamaica
(66/67) Agency inquiry for electrical appliances. E.S.B. 10921/67.

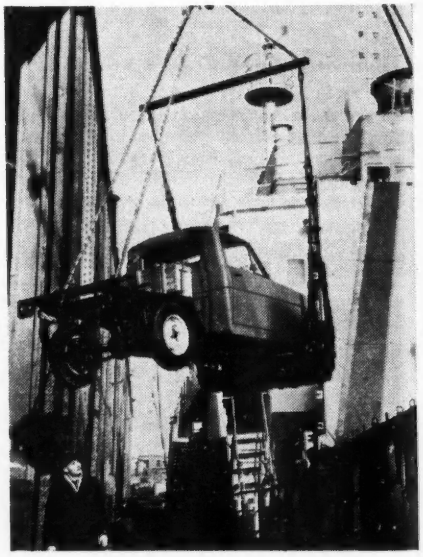
Kuwait
(67/67) Inquiry for chemicals; cosmetics; foodstuffs; toiletries. E.S.B. 46640/66.
(67/67) Inquiry for clothing; furnishing fabrics. E.S.B. 13580/67.
(67/67) Inquiry for road construction equipment. E.S.B. 14404/67.
(67/67) Inquiry for tile making plant and equipment. E.S.B. 14579/67.

Lebanon
(67/67) Inquiry for lifts. E.S.B. 18975/67.

Libya
(68/67) Inquiry for printing material. E.S.B. 14921/67.

Luxembourg
(68/67) Inquiry for leather goods; riding equipment; saddlery hardware. E.S.B. 14090/67.

(*Continued on page* 968)



The last of 100 *Reliant Pick-Ups, worth* £30,000, *exported to Greece in the past month, being loaded at Liverpool. The* 10-*cwt. Regal Pick-Ups have achieved double the sales targets in Greece – a relatively new market for the vehicle.*

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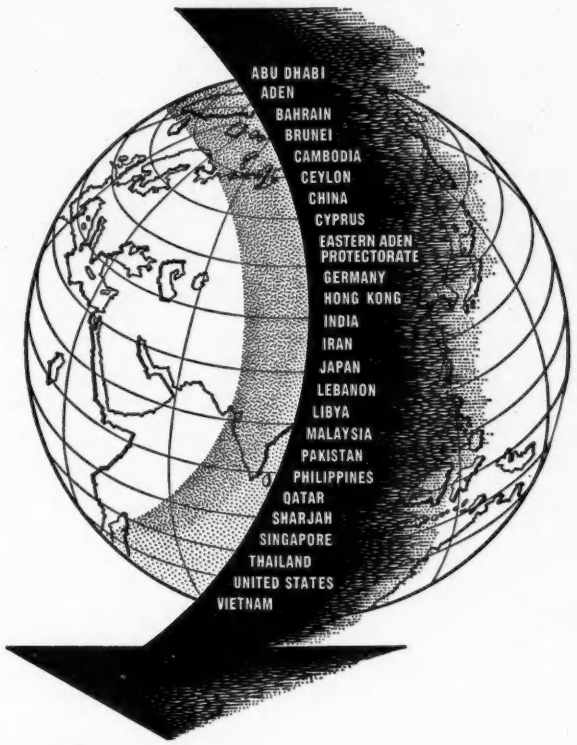

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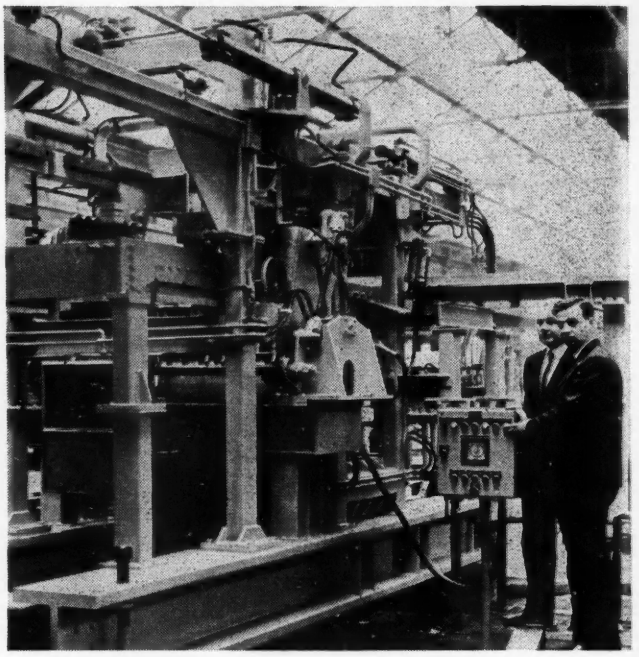
General view of the Kaiser Bauxite Company's new ore handling and stockpile installation at Discovery Bay, Port Rhoades, on the north coast of Jamaica. Civil engineering work carried out on this project by the Caribbean Construction Co., a subsidiary of J. L. Kier & Co. Ltd., includes the construction of a 700 ft. long Rendhex box piled jetty and turning dolphin, construction of the dry bauxite storage dome foundations and conveyor tunnel seen in the centre of the picture, construction of a temporary small craft jetty, construction of the new Queen's Highway road bridge, and such ancillary works as the construction of workshop and maintenance facilities and utility pipework. Other works, including rail crossings and concrete retaining walls, bring the total value of the work carried out to approximately £1 million.



Mr. J. A. Hufton (left), joint managing director of Stone-Wallwork (Charlton) Ltd., a member of the Stone-Platt group, together with the export manager, Mr. D. Haigh, on their return from a sales trip to Czechoslovakia, where they obtained a £187,000 order. This contract is for type FA 2000 fully automatic sand moulding units, one of which they are seen inspecting at the company's factory in Charlton.

(*Continued from page 966*)

Malaysia
(67/67) Inquiry for blankets; furniture; sanitaryware; towels. E.S.B. 14524/67.
(67/67) Inquiry for hotel equipment and fittings. E.S.B. 14525/67.

Malta
(67/67) Agency inquiry for fents; shoes; suitings; underwear. E.S.B. 13273/67.

Mexico
(68/67) Inquiry for railway equipment. E.S.B. 14872/67.

Netherlands
(67/67) Agency inquiry for suitings. E.S.B. 13354/67.

New Zealand
(67/67) Agency inquiry for chemicals. E.S.B. 14551/67.
(66/67) Manufacture under licence - cosmetics; household products; pharmaceuticals. E.S.B. 14269/67.

Nicaragua
(65/67) Inquiry for cast iron fittings; cranes; sanitary equipment. E.S.B. 14085/67.
(65/67) Inquiry for veterinary products raw materials. E.S.B. 14414/67.

North America
(65/67) Department store buyers visit London. E.S.B. 4763/67.

Pakistan
(65/67) Inquiry for metal products. E.S.B. 13962/67.
(65/67) Inquiry for stoneworking machinery. E.S.B. 9839/67.
(67/67) Inquiry for electronic valves; radio components. E.S.B. 14264/67.

Panama
(64/67) Inquiry for piece-goods. E.S.B. 13588/67.

Poland
(68/67) Inquiry for siliconized products; tubing. E.S.B. 15210/67.

Poland/Pakistan
(65/67) Trade agreement. C.R.E. 7214 G.

Portugal
(66/67) Inquiry for foundry equipment and materials. E.S.B. 13737/67.

Rumania
(68/67) Inquiry in respect of irrigation, drainage and dewatering systems. E.S.B. 14585/67.

Saudi Arabia
(64/67) Agency inquiry for concrete mixers; paint. E.S.B. 13460/67.
(65/67) Inquiry for duplicating machines; ink; paper. E.S.B. 13190/67.
(67/67) Inquiry for clothing; cosmetics; cuff-links; novelty goods. E.S.B. 13633/67.

South Africa
(64/67) Agency inquiry for asbestos board; cable; public address systems. E.S.B. 13661/67.
(66/67) Agency inquiry for agricultural and industrial chemicals. E.S.B. 14096/67.
(67/67) Agency inquiry for vehicle spare parts and accessories. E.S.B. 14088/67.

Sweden
(66/67) Agency inquiry for motor cycles. E.S.B. 13997/67.
(67/67) Agency inquiry for vehicle body parts. E.S.B. 13994/67.
(67/67) Inquiry for car accessories; sealing compounds. E.S.B. 14039/67.

Switzerland
(63/67) Agency inquiry for diesel engines; fire extinguisher. E.S.B. 6853/66.
(64/67) Agency inquiry for knitwear. E.S.B. 13389/67.
(64/67) Inquiry for builders' hardware; floor coverings; glass. E.S.B. 13224/67.
(64/67) Inquiry for capacitors; resistors. E.S.B. 13919/67.
(66/67) Inquiry for air and water purification plant; civil defence equipment; fire protection equipment; general engineering products; shelters. E.S.B. 14220/67.
(66/67) Inquiry for bolts, rivets and screws. E.S.B. 14270/67.
(66/67) Inquiry for cotton fabrics. E.S.B. 14462/67.
(67/67) Inquiry for atomic power plant materials; electronics equipment; machinery; metal products; plastic products. E.S.B. 14401/67.
(67/67) Inquiry for contactors; electrical and mechanical new products. E.S.B. 10705/67.

Turkey
(64/67) Inquiry in respect of transmission towers. E.S.B. 13992/67.

United States of America
(67/67) Agency inquiry for electronic instrumentation. E.S.B. 14455/67.
(64/67) Inquiry for machine tools. E.S.B. 13272/67.
(65/67) Inquiry for carpet waste yarn. E.S.B. 14411/67.
(65/67) Inquiry for motor car spare parts and accessories. E.S.B. 14273/67.
(66/67) Inquiry for caramels. E.S.B. 13708/67.
(66/67) Inquiry for cathode ray tubes. E.S.B. 13989/67.
(66/67) Inquiry for hose couplings. E.S.B. 14492/67.
(66/67) Inquiry for steel products. E.S.B. 14464/67 and E.S.B. 14461/67.
(68/67) Manufacture under licence in Britain - corrosion resistant coatings. E.S.B. 15615/67.

Venezuela
(66/67) Agency inquiry for packaging machinery. E.S.B. 13754/67.

Vietnam
(66/67) Inquiry for radio and television parts and accessories. E.S.B. 48994/66.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

TRADE INDEMNITY COMPANY LIMITED

Mr. F. E. P. Sandilands on Credit Insurance

THE 49TH ORDINARY GENERAL MEETING OF TRADE INDEMNITY COMPANY LIMITED will be held on May 4, in London.

The following is an extract from the circulated statement of the Chairman, Mr. F. E. P. Sandilands:

The Underwriting Accounts show a 1966 total of premium received amounting to £2,793,445. This is an increase of 11 per cent on 1965 and is the highest annual total of premium in the Company's history. Because of the reduction in underwriting profit for the closed 1964 Account, the amount of profit commission earned from our reinsurance shows a fall from 1963 Account of £28,389 to £56,435. On the other side of the Account, as was to be expected, claims paid and other outgo, less salvages, increased over 1965 by some £360,000 to a total of £1,255,301, and the rise in business failures under present economic conditions is still better illustrated when the 1966 figure is compared with the corresponding amounts of £406,986 in 1964 and £894,376 in 1965.

The open 1966 Underwriting Account had a credit balance after twelve months at December 31, last of £97,519, which is better than the corresponding figure for 1965 a year ago. However, the Account still has a long way to go before it is closed and will have to contend with the many vicissitudes that are inevitable in periods of economic difficulty. The balance on this Account is after charging management expenses of £478,369, which is an increase on last year of £74,127.

The open 1965 Underwriting Account, at the end of its second year, has a credit balance of £201,115. This figure is £56,801 less than the corresponding balance on the 1964 Account a year ago, but 1965 was the first year to be fully affected by the credit squeeze.

At December 31, 1966, the Underwriting Account of the Company for 1964 was closed and the profit of £255,133 transferred to Profit and Loss Account. This compares with £362,144 which was available for transfer from the closed 1963 Account at the end of 1965.

In addition to the £255,133 profit transferred from the 1964 Underwriting Account, the Profit and Loss Account has to its credit franked investment income (gross) of £28,960 and interest and other income (gross) of £71,243, making a total of £355,336. It is not surprising in present economic conditions that this should be some £109,000 less than a year ago and the position has been further and most unfairly aggravated by the heavy incidence of tax liability to which my predecessor referred in his statement last year. I would like to remind shareholders that because of the Company's three-year accounting system the 1964 underwriting profits are subject to Income Tax and Profits Tax, and so is the unfranked investment income for the first quarter of 1966. This results in a total tax liability of £187,300, which is about 53 per cent of our 1966 profits. If the dividend recommended by the Directors is approved, there will be an additional liability of £61,875 in respect of Schedule F, and the total tax bill will be £249,175 or 70.12 per cent of profits for the year. Representations for relief have been made to the Inland Revenue authorities, but so far without success, and we shall continue to press our case. I am glad to say that the 1967 Accounts will not be subject to the same penal and quite unreasonable tax charge since underwriting profit and unfranked investment income suffer Corporation Tax only.

After tax there is a balance of £168.036 (£223,134 a year ago) to be brought down and with the addition of the balance brought forward from 1965 of £386,757 there is a total disposable balance of £554,793. Your Directors recommend a dividend of 25 per cent on the Company's issued share capital, the same as last year. If this is approved, the Profit and Loss Account will close with a balance to be carried forward to next year of £402,293 as compared with £386,757, which was brought in from 1965.

General Remarks

Over the past year, at a time when many businesses were suffering a levelling-off, or even a reduction, in the pace of their activities, your company, by its continued expansion, provided an exception to the common run of experience. The Budget and the various measures introduced during July, superimposed as they were on existing economic restraints, created a climate in which businesses were more likely to wane than to wax and in which many, indeed, would find it impossible to survive. Our ability to expand under these conditions was due solely to the unprecedented demand throughout this period for credit insurance protection, which clearly stemmed from the conditions themselves. An already growing awareness amongst merchants and manufacturers of the need for such protection was accentuated last year by a sharply increasing volume of business failure and indebtedness, and our own new business premiums and insured turnover benefited in consequence. Projected premium income on the Company's new business last year, in fact, rose by more than 66 per cent as compared with 1965 and, despite the depressed turnovers on many policies already on our books at the start of the year, the total value of transactions we insured rose by more than 8 per cent to a new record of £1,881 million. The resultant benefit to a total premium earnings last year can be clearly seen in the Accounts.

On the other side of the coin, of course, the volume and value of overdue accounts, collections and claims notified by our policy-holders also rose as the effects of the credit squeeze permeated through the economy. You will no doubt be interested in some details of the collections handled by our Credit Supervision Department during this period, as these give an excellent indication of the rise in business indebtedness resulting from the prevailing conditions. The number of overdue accounts notified to us by our policy-holders for collection last year rose by nearly 28 per cent to 9,879, and the value of these collections rose by some 35 per cent to £2,162,931, the great majority of trades contributing to these increases.

There is one final point I would like to make concerning the role your company has to play on the present economic scene. An aspect of credit insurance which can easily be overlooked in the hurly-burly of modern business conditions is its function as an economic stabiliser. In recent months many major commercial failures have been in the news and, in turn, a substantial proportion of the suppliers involved have been credit-insured. Had they not been so protected, the losses suffered might well have made it difficult for them to pay their own creditors, thus starting off a chain reaction leading to the 'downwards spiral' of slump economics. The stabilising effects of our cover under present conditions cannot be denied and these effects can only be reinforced as the urge to insure spreads through the business community. In this context, credit insurance can no longer be regarded as the need only of the smaller concern, and I am pleased to report that 1966 saw the further addition of many 'public names' to our portfolio of policy-holders.

As to the coming months and the part your company has to play, it is evident that restraint must continue until it becomes demonstrably clear that the country's balance of payments difficulties are over and the associated problems of incomes, prices and productivity are finally solved rather than again deferred. Against such a background, 1967, for the most part, looks essentially as if it will repeat the general pattern of 1966, with a continuation of the effects to which I have drawn attention and, in particular, a further strong demand for our facilities for cover, collection and claims.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Introducing a common system of trade for ovalbumin and lactalbumin

THE *Journal Officiel des Communautés Européennes* No. 44 dated March 10, 1967 contains the text of Council Regulation No. 48/67 introducing a common system of trade for ovalbumin and lactalbumin. The following is an unofficial translation of this Regulation, the French text of which may be seen on application to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

REGULATION NO. 48/67/CEE OF THE COUNCIL of March 7, 1967

Introducing a common system of trade for ovalbumin and lactalbumin

THE COUNCIL OF THE EUROPEAN ECONOMIC COMMUNITY

Having regard to the Treaty establishing the European Economic Community, and in particular Article 14 (7) and Articles 28, 92 to 94, 111 *et seq.* and 235,

Having regard to the proposal of the Commission,

Having regard to the opinion of the European Parliament (1),

Whereas ovalbumin, since it is not listed in Annex II of the Treaty, does not come under the agricultural provisions of the Treaty while yolk of egg is subject to them;

Whereas the result is a situation which is likely to jeopardize the efficiency of the common agricultural policy pursued in the egg sector;

Whereas, in order to achieve a balanced solution, a system of trade should be established for ovalbumin, similar to that laid down for eggs; whereas the applicability of that system should be extended to lactalbumin, since the latter could be substituted for ovalbumin;

Whereas ovalbumin prices are in principle formed in relation to egg prices, which are still different in the various Member States and on the world market; whereas so as to avoid distortions of competition ascribable to that diversity, it is necessary to levy an import charge, the amount of which is able to compensate that inequality; whereas it appears that the most appropriate method for determining the amount of protection allowing in particular of the maintenance of Community preference consists in causing it to derive from the levy applicable to imports of eggs in shell from Member States or third countries;

Whereas it is necessary to make provision for different co-efficients, taking into account the presentation of the processed product;

Whereas on the world market the price of eggs is not the only factor influencing the price of albumin over and above processing costs; whereas so as to guarantee the efficiency of the import charge system, it is necessary to make provision for an additional amount to be added to the charge where offers on the world market are made at abnormal prices;

Whereas it appears justified, in the case of exports to one Member State and coming from another Member State which enforces import charges on products coming from the first, to allow the granting of a refund;

Whereas in order to safeguard the participation of Member States in world trade in albumin, provision should be made for the possibility of refunding an amount at the time of exportation to third countries; whereas it is essential to make provision for Community rules for fixing the maximum amount of that refund so as to arrive at the application of uniform principles in Member States' commercial relations with third countries;

Whereas the introduction of a system of charges on imports from Member States and third countries, giving guarantees to the Member States' producers, makes it possible to forgo all other measures of protection;

Whereas the processing trade practice, of which the effect is that the trade between Member States in processed products in the manufacture of which imported basic products are included is conducted on the basis of prices lower than those charged by Member States on their domestic markets with regard to basic products, is incompatible with the enforcement of a system of charges based on the difference in prices charged;

Whereas all the powers of action required for the introduction of a common system of trade for ovalbumin and lactalbumin are not provided for in special provisions of the Treaty; whereas it is consequently necessary to have recourse to the provisions of Article 235 of the Treaty.

KLM Royal Dutch Airline required 26 battery electric towtractors for drawing freight and passenger baggage at the new Schiphol airport in Amsterdam, due to be opened by Queen Juliana on April 28. By working day and night Lansing Bagnall completed a prototype in 12 days and, after trials, KLM placed a firm order worth £40,000. The picture shows the 26 towtractors leaving Lansing Bagnall's factory for Shoreham to be shipped aboard the m.v. Rynstroom to Amsterdam.

HAS ADOPTED THE PRESENT REGULATION:

Article 1

In trade between Member States and between Member States and third countries import charges, which shall take the place of the Customs duties applied by the importing Member State, shall be applied to the following products:

Common Customs tariff No.	Description of goods
ex 35.02 ex A II	Albumins Other (than unfit, or rendered unfit for human consumption) (a) ovalbumin and lactalbumin 1. Dried (in leaves, flakes, crystals, powders, etc.) 2. Other

Article 2

1. The amount of the charge on imports from Member States of each of the products referred to in Article 1 shall be equal to the amount of the levy applicable to eggs in shell and fixed in accordance with the provisions of Article 3 of Regulation No. 21, that amount bearing the coefficient referred to in Article 3, relating to the product in question.

2. The amount of the charge on imports from third countries of each of the products referred to in Article 1 shall be equal to the amount of the levy applicable to the said eggs and fixed in accordance with the provisions of Article 4 of Regulation No. 21, that amount bearing the coefficient referred to in Article 3 relating to the product in question.

3. The amount of the imports referred to in the present Article shall be fixed according to the procedure laid down in Article 10.

Article 3

The coefficients for the products referred to in Article 1 shall be fixed, according to the procedure laid down in Article 10, by establishing the value complementary to the coefficients fixed for egg yoke according to the ratio defined in Article 3, paragraph 4 (b), of Regulation No. 21.

Article 4

1. The Commission may authorize a Member State, on application, to reduce the amount of import charges resulting from the application of Article 2. In that event the amount levied by that State in respect of third countries shall be at least equal to the amount of the charge applied in respect of third countries by the Member State in which that amount is lowest.

2. When a Member State has recourse to the provisions of paragraph 1, the amount by which charges are reduced shall be the same with regard to all Member States.

At the same time, the Commission shall authorize the other Member States to fix, with regard to that State, import charges which offset that reduction.

In no event may the reduction of the charge in respect of third countries exceed that which is made in respect of Member States.

Article 5

1. So as to avoid disturbances due to offers from third countries made at abnormal prices, a sluice-gate price shall be fixed for the products referred to in Article 1, liquid or frozen, and a sluice-gate price for the products referred to in Article 1, dried. The price shall be fixed on the basis of the sluice-gate price laid down for eggs in shell, taking into account the coefficients referred to in Article 3 and processing costs.

2. The sluice-gate price shall be fixed in advance for a period of three months.

3. Should the asking prices free-at-frontier for imports fall below the sluice-gate price, the amount of the charge on imports determined in accordance with the provisions of Article 2 and reduced, where appropriate, in accordance with the provisions of Article 4, shall be increased, in each Member State, by an amount equal to the difference between the free-at-frontier asking price and the sluice-gate price.

However, the amount of the charge on imports shall not be increased by that additional amount with regard to third countries which are ready to guarantee, and are in a position to do so, that on imports from their territory the price applied will not be less than the sluice-gate price and that all deflections of trade will be avoided.

4. The following shall be determined according to the procedure laid down in Article 10:

– the sluice-gate prices;

– details for fixing the additional amounts referred to in paragraph 3.

However, the additional amounts shall be determined and levied by the importing Member State. A Member State adopting that measure must give notice of it immediately to the other Member States and to the Commission. Measures to be adopted in common by the Member States shall be determined according to the procedure laid down in Article 10.

Article 6

1. A Member State which, in accordance with the provisions of the present Regulation, levies a charge on imports in respect of another Member State may, on the occasion of exports to the latter, of each of the products referred to in Article 1, refund an amount equal to the maximum amount of the refund applicable to exports of eggs referred to in Article 2 (1) to that Member State, that amount bearing the coefficient referred to in Article 3 relating to the product in question.

2. The refund may not exceed the amount of the charge on imports arising from the possible application of Article 4.

3. The amount of that refund shall be notified to the other Member States and to the Commission.

This consignment of 5,000 Babcock day-old parent breeders left Southend Airport on March 30 for a breeding farm in Belgium. Helping load the pallets before the chicks are packed into the BUA Carvair is Mr. Michael Tye, general manager, Babcock Farms Ltd.

Article 7

1. A Member State may, for exports of products referred to in Article 1 to a third country, grant a refund of which the maximum amount shall be equal to the amount of the charge on imports laid down in Article 2 (2) reduced, where appropriate, according to the provisions of Article 4.

2. However, if the development of prices on the world market makes it necessary, the maximum amount calculated in accordance with the preceding paragraph, may, according to the procedure laid down in Article 10, be increased by an additional amount.

3. The amount of the refund shall be notified to the other Member States and to the Commission.

Article 8

1. In trade between Member States, whether involving imports or exports, the following shall be incompatible with the application of the present regulation:

– the levying of any Customs duties or charges having equivalent effect;

– the application of any measure having an effect equivalent to a quantitative restriction.

2. For imports from third countries the following shall be incompatible with the application of the present regulation:

– the levying of any Customs duties or charges having equivalent effect;

– the application of any quantitative restriction or measure

(*Continued on next page*)

EEC, *continued*

having equivalent effect, unless an exception is made by the Council acting by qualified majority vote on a proposal of the Commission.

3. It shall be incompatible with the application of the present regulation to export from one Member State to another Member State:

(a) Products referred to in Article 1 which have not been subjected to the import charges applicable in the exporting Member State or which have benefited from a total or partial refund of those charges, or

(b) Products referred to in Article 1 in the manufacture of which any products whatsoever have entered, during manufacture or at an earlier stage of processing, which are not in free circulation.

Article 9

On a proposal of the Commission, the Council acting by qualified majority vote may, for the products referred to in Article 1, adopt any measures by way of exception to the present regulation so as to take account of special conditions which may affect those products.

Article 10

Where the present regulation makes reference to the procedure laid down in the present article, the procedure laid down in Article 17 of Regulation No. 21 shall be applicable.

Article 11

The present regulation shall enter into force on April 1, 1967.

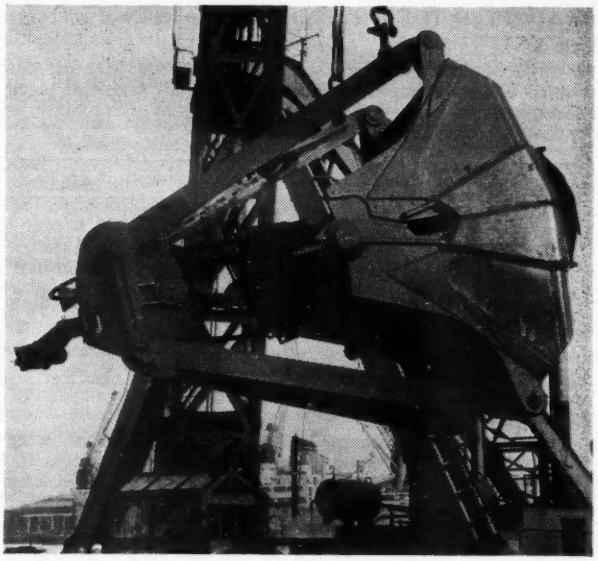
Should transitional provisions be necessary, they shall be adopted according to the procedure laid down in Article 10.

The present regulation shall be binding in all its parts and directly enforceable in each Member State.

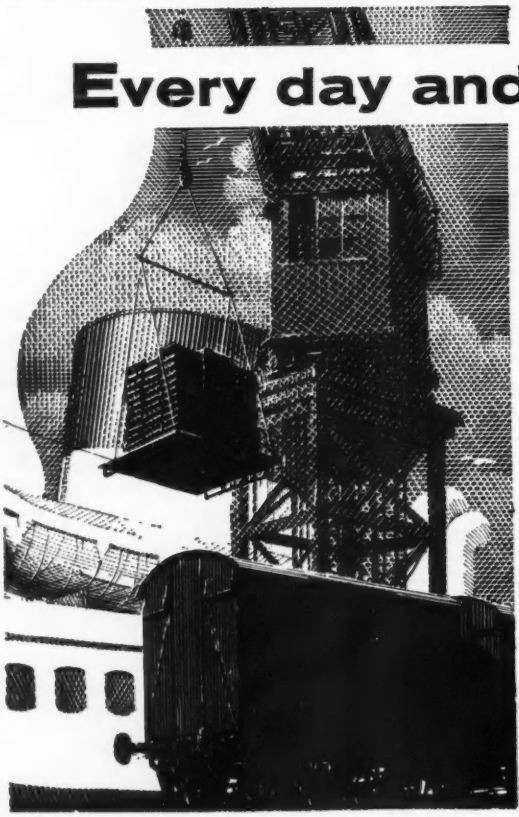
Done at Brussels, March 7, 1967.

By the Council,
The President,
R. VAN ELSLANDE.

(1) J.O. No. 232 of 16/12/1966, p. 3922/66.



Recent export orders completed by Priestman Brothers Ltd. of Hull include one for two giant grabs which are being shipped to Holland. These 'double-rope round-nose' dredging grabs will form part of the equipment of a dredging vessel now being built in Northern Holland, and when in service will each provide a gross load of approximately 27 tons. They will be used mainly for dredging 'difficult' clay. As delivery was required at a Dutch port not regularly served by ships sailing from Hull, shipment is being made from Goole. The grabs were too big to make the direct journey by road from Hull to Goole because of bridge restrictions en route, so to overcome the necessity for lengthy detours they were transported from Hull docks to Goole by barge, for trans-shipment to steamer there. Picture shows the grabs being loaded into the barge by a 40-ton crane at the Hull docks.



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Harwich—Hook of Holland

Rules of competition—Block exemption of exclusive dealing agreements

THE ENGLISH text of a Press Release issued by the European Economic Community following its adoption of a Regulation No. 67/67/CEE, concerning the application of Article 85(3) of the Treaty of Rome to categories of exclusive rights agreements is given below, followed by an unofficial translation of the Regulation itself. The French text of the Regulation may be seen on application to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

Block exemption of exclusive dealing agreements

On March 14, 1967, the Commission of the European Economic Community adopted a regulation on the block exemption of exclusive dealing agreements. The regulation which will enter into force on May 1, 1967, was published in the *Journal Officiel des Communautés Européennes* No. 57 dated March 25, 1967.

It concerns a very large number of agreements notified to the Commission, each of which is between a manufacturer and a dealer and under which the dealer may acquire the sole right of resale of products in a specific area of the Common Market. Exclusive dealing agreements to which firms in only one Member State are party are not covered by the regulation, since they are 'liable to affect trade between the Member States' only in exceptional circumstances.

Exclusive dealing agreements that conform with the conditions laid down in the new regulation will no longer have to be notified.

In accordance with the stipulations contained in Article 85(3) of the Treaty, block exemption from the ban on cartels is based on the following considerations:

In the present situation, exclusive dealing agreements in international trade improve the distribution of goods in general because the entrepreneur can concentrate his sales operations, can avoid maintaining business relations with a large number of dealers and, by conducting business with only one dealer, can more easily overcome any difficulties which stem from linguistic, legal or other differences. Appointing an exclusive dealer makes it easier to promote the sale of a product and leads to intensive marketing and a steady flow of goods coupled with more rational distribution. In addition, the appointment of a single dealer or exclusive purchaser who, on behalf of the manufacturer, meets expenditure for sales promotion, after sales service and stocking, offers an opportunity to many small and medium-size enterprises to compete on a market which would otherwise be beyond their reach. The parties to a contract must remain free to decide whether and how far they will accept undertakings to promote sales in their agreements. Improvements in distribution arise, however, only if no competitor is entrusted with sales of the product.

As a rule such exclusive dealing agreements also confer on consumers an 'equitable share in the resultant benefit', as they draw direct advantage from more efficient distribution and their economic or supply situation is improved, inasmuch as they can obtain products manufactured abroad more swiftly and more conveniently.

In addition to the exclusive dealing clause, the following restraints on competition will be allowed in contracts qualifying for block exemption:

(i) An undertaking neither to manufacture nor offer for sale goods competing with the goods covered by the contract, during the life of the contract or up to one year after it lapses (ban on sale of competing products);

(ii) An undertaking not to prospect for customers in respect of the products covered by the contract, not to set up establishments and not to maintain stock points outside the area covered by the contract (ban on prospecting for customers).

Agreements containing other restraints on competition will not qualify for block exemption. In particular, manufacturers of competing products may not appoint each other exclusive dealers for these products. Nor may an agreement have the effect that within the Common Market acquisition of the products through other channels is rendered more difficult. These rules are designed to ensure that imports by rival channels are possible both legally and in practice. Nor may industrial or other property rights be used to hamper imports by rival channels. Firms which have signed undertakings of this kind will be free to adjust their agreements to the requirements of the new regulation.

In the case of a general arrangement such as this block exemption, some contracts will inevitably qualify on paper although their effects do not correspond to the Treaty requirements governing exemption. Consequently the regulation also provides that the Commission may implement an ordinary cartel procedure, and may withdraw the advantages of the block exemption for the future, particulary if there is reason to believe that:

(i) The products covered by the contract are not competing with like products in the area covered by the contract;

(ii) Access to the trading level of the exclusive dealer is barred to other dealers by exclusive dealing arrangements;

(iii) The exclusive dealer is exploiting block exemption to prevent groups of purchasers from obtaining supplies without having objectively satisfactory grounds for his action, or to sell goods covered by the contract at prices higher than those warranted by the circumstances.

The regulation on block exemption in the form now adopted is not identical with the draft published in the official gazette on August 26, 1966. As a result of publication, the Commission received a total of 51 communications from federations, enterprises and individuals, and these were carefully considered and the Cartels and Monopolies Committee was consulted once again. The following amendments may be mentioned:

The text of the regulation has been considerably simplified, so that it will now be appreciably easier for firms to check whether their agreements comply with the requirements. The condition that an agreement must promote 'effective' competition has also been dropped, since it is difficult to decide what constitutes 'effective' competition. On the other hand, it has been expressly emphasized that the Commission is to intervene where there is a suspicion that the exclusive dealer is taking advantage of exemption to sell the goods concerned at prices higher than those warranted by the circumstances. He will normally be able to do this only where there is no effective competition.

The Commission expects that a large number of exclusive dealing agreements not at present complying with the regulation will be adjusted in order to qualify, and that when new exclusive agreements are signed they will in general include no restrictive clauses other than those permitted under the regulation.

Note:

According to Article 85(3) of the EEC Treaty, the prohibition of restrictive agreements contained in Article 85(1) may be declared inapplicable to

'(i) Any agreements or *classes* of agreements between enterprises

(ii) Any decisions or *classes* of decisions by associations of enterprises,

(iii) Any concerted practices or *classes* of concerted practices, which contribute to the improvement of the production or distribution of goods or to the promotion of technical or economic progress while reserving to users an equitable share in the profit resulting therefrom, and which:

(a) Neither impose on the enterprises concerned any restrictions not indispensable to the attainment of the above objectives;

(b) Nor enable such enterprises to eliminate competition in respect of a substantial proportion of the goods concerned.'

Under Council Regulation No. 19/65/CEE of March 2, 1965 (official gazette No. 36, March 6, 1965) [1] the Council empowered the Commission to grant, by means of a regulation, blanket exemption from the ban on restrictive agreements to bilateral exclusive dealing agreements and licensing agreements meeting the requirements of Article 85(3). After consulting the Cartels and Monopolies Committee, the Commission published the draft of an exemption regulation for bilateral exclusive dealing agreements at the end of August 1966 (official gazette No. 156, August 26, 1966) [2].

Regulation No. 67/67/CEE of the Commission of March 22, 1967
concerning the application of Article 85(3) of the Treaty to categories of exclusive rights agreement

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY,

having regard to the Treaty establishing the European Economic Community and in particular Articles 87 and 155,

having regard to Article 24 of Regulation No. 17 of February 6, 1962 [3],

having regard to Regulation No. 19/65/CEE of March 2, 1965 [1] on applying Article 85(3) of the Treaty to categories of agreements and of concerted practices,

(*Continued on next page*)

EEC, *continued*

having regard to the opinion of the Consultative Committee on restrictive trade agreements and domination of markets in accordance with Article 6 of Regulation No. 19/65/CEE,

whereas in pursuance of Regulation No. 19/65/CEE the Commission is competent to apply, by means of a regulation, Article 85(3) of the Treaty to certain categories of bilateral agreements on exclusive rights and concerted practices falling within the provisions of Article 85;

whereas the experience gained up till now on the basis of individual decisions enables a first category of agreements and concerted practices to be defined for which it can be accepted that they normally fulfil the conditions laid down in Article 85(3);

whereas, since the adoption of such a regulation does not conflict with the application of Regulation No. 17, there is consequently no interference with the right of enterprises to apply, individually, to the Commission for a declaration under Article 85(3) of the Treaty;

whereas the exclusive rights agreements of the category thus defined in Article 1 of the present Regulation may fall within the provisions of Article 85(1) of the Treaty;

whereas since exclusive rights agreements of this type concluded within a Member State are only likely to affect trade between Member States in exceptional cases, there is no need to include them in the present Regulation;

whereas there is no need to exclude explicitly from the category defined agreements which do not combine the conditions of Article 85(1) of the Treaty;

whereas in the present state of trade exclusive rights agreements relating to international trade generally speaking involve an improvement in distribution;

whereas the entrepreneur is in fact thus able to concentrate his activities relating to the sale of his product; whereas he is not forced to maintain business contacts with a large number of resellers and whereas the fact of maintaining contacts with a single reseller makes it easier to cope with the difficulties arising, for sales, from divergencies of a linguistic or legal order or others; whereas exclusive rights agreements facilitate promotion of sales of a product and makes it possible to operate more intensively on the market and to guarantee continuity of supply while rationalizing distribution; whereas in addition the nomination of a sole distributor or of a sole buyer responsible, in the manufacturer's place, for promoting sales, and for the after-sales service and storage is often the sole means for small and medium-size enterprises to face competition on the market; whereas it should be left to the contracting parties to judge whether they consider it desirable to lay down in agreements obligations intended to promote sales and, if so, the extent to which they wish to lay down such conditions; whereas improvements in distribution of products only appear if no competitor is entrusted with that distribution;

whereas as a general rule such exclusive rights agreements also contribute to allowing users a fair share of the resulting profit, owing to the fact that they benefit directly from the improvement in distribution and that their position is improved from the economic point of view or with regard to supply since they are able to obtain products manufactured abroad more quickly and more easily;

whereas the present regulation must determine the restrictions of competition which may appear in exclusive rights agreements; whereas it can be left to the contracting parties to decide which of these provisions they will insert in exclusive rights agreements so as best to achieve the advantages sought by the sole distribution system;

whereas exemption should be made subject to certain conditions; whereas it is in particular advisable to ensure, through the possibility of parallel imports, that users will be allowed a fair share of the advantages resulting from sole distribution; whereas it is consequently not possible to allow industrial property rights and other rights to be improperly exercised with a view to obtaining absolute territorial protection; whereas these considerations are without prejudice to the relations existing between the law on competition and industrial property rights since in the event it is only a question of fixing the conditions of application of the present regulation;

whereas competition at the distribution stage is guaranteed by the possibility of effecting parallel imports; whereas consequently the exclusive rights agreements covered by the present regulation will not in the normal course of events give rise to the possibility of eliminating competition in respect of a substantial part of the goods concerned;

whereas it is advisable to give contracting partners the opportunity, in accordance with Article 4 of Regulation No. 19/65/CEE, to adapt their agreements and practices to the conditions laid down in the present Regulation up to a certain date without it being possible, under Article 4(3) of Regulation No. 19/65/CEE, to invoke that provision in disputes at law on the cause list at the date of entry into force of the present regulation in order to claim damages against third parties;

whereas agreements and concerted practices which meet the conditions of the present Regulation no longer have to be notified; whereas Article 4 paragraph 2 *bis* of Regulation No. 27 [4], amended by Regulation No. 153 [5], can be annulled, since agreements which could be notified on Form B1 normally fall within the field of application of the exemption;

whereas agreements notified on Form B1 and not adapted to the conditions laid down in the present regulation should from now on be subjected to the application of the normal notification procedure so as to enable them to be checked case by case,

HAS ADOPTED THE PRESENT REGULATION:

Article 1

1. In accordance with Article 85 (3) of the Treaty and subject to the conditions laid down in the present regulation, Article 85 (1) of the said treaty is declared inapplicable up to December 31, 1972 to agreements to which only two undertakings are parties and by which:

(a) one undertakes, with regard to the other, to supply certain products to the other alone with a view to their resale within a specified part of the Common Market territory, or

(b) one undertakes, with regard to the other, to purchase from the other alone certain products with a view to their resale, or

(c) sole supply and purchase commitments, with a view to resale, of the type envisaged in the two preceding sub-paragraphs, have been entered into by the two undertakings.

2. Paragraph 1 shall not be applicable to agreements to which only undertakings of one Member State are party and which concern the resale of products within that Member State.

Article 2

1. Besides the obligation set out in Article 1, no restriction on competition may be imposed on the sole concessionaire other than:

(a) the obligation not to manufacture or distribute, during the period of the contract or until the end of one year after its expiry, products competing with the products covered by the contract;

(b) the obligation not to advertise products covered by the contract, not to establish a branch and not to maintain a warehouse for distribution outside the territory covered by the contract.

On a section of the Radiation stand at the recent Utrecht Trade Fair devoted to a display of Jackson Topline electric cookers. Mr. Ronald F. Gibbs, director of Radiation (Nederland) NV, is seen talking to Lord Winterbottom, Parliamentary Secretary, Ministry of Public Building and Works, and Sir Peter Garran, HM Ambassador to Holland.

2. The following obligations of the sole concessionaire shall not conflict with the applicability of Article 1(1):

(a) to buy complete ranges of products or minimum quantities;

(b) to sell the products covered by the contract under the marks or with the appearance laid down by the manufacturer;

(c) to take certain sales promotion measures, and in particular
- to advertise,
- to ensure the maintenance of a sales network or of a stock,
- to provide after-sales service and a guarantee,
- to employ staff with specialized or technical training

Article 3

Article 1(1) of the present regulation shall not be applicable where

(a) manufacturers of competing products entrust each other reciprocally with the sole distribution of those products;

(b) the contracting parties restrict intermediaries' or users' possibility of obtaining the products covered by the contract from other resellers within the Common Market, in particular where the contracting parties.

1. exercise industrial property rights with a view to interfering with the supplying to resellers or users in other parts of the Common Market of products covered by the contract, properly marked and put into circulation, or with the sale of the said products by those resellers or users in the territories covered by the contract;
2. exercise other rights or adopt measures with a view to interferring with the supplying to resellers or users of products covered by the contract elsewhere in the Common Market, or with the sale of the said products by those resellers or users in the territory covered by the contract.

Article 4

1. The inapplicability of Article 85(1) of the Treaty set out in the Article 1(1) shall have a retroactive effect with regard to agreements which existed on March 13, 1962 and which were notified before February 1, 1963; this shall apply from the time when the conditions of application of the present regulations were met;

2. The inapplicability of Article 85(1) of the Treaty set out in Article 1(1) shall have a retroactive effect with regard to all other agreements notified before the entry into force of the present regulation; this shall apply from the time when the conditions of application of the present regulation were met, but at the earliest from the day of notification.

Article 5

The prohibition laid down in Article 85(1) of the Treaty shall not apply, for the period before the amendment, to agreements which existed on March 13, 1962 which were notified before February 1, 1963 and which have been amended before August 2, 1967 in such a way that they meet the conditions set out in the present regulation, where notice has been given to the Commission before October 3, 1967 that the agreement has been amended. The notice to the Commission shall take effect at the time when it is received by the latter. Where notice is sent by registered letter, it shall take effect on the date shown on the postmark of the place of despatch.

Article 6

The Commission shall examine whether Article 7 of Regulation No. 19/65/CEE is applicable in a specific case, in particular where there are grounds for supposing that:

(a) the products referred to in the contract are not subject, in the territory covered by the contract, to competition from products to be regarded by the user as similar by reason of their properties, their price and the use for which they are intended;

(b) it is not possible for other manufacturers to sell, in the territory covered by the contract, similar products at the same stage of distribution as that of the sole concessionaire;

(c) the sole concessionaire has taken advantage of the exemption:

1. By excluding, without valid reason from an objective point of view, from delivery in the territory conceded to him, categories of buyers who cannot obtain supplies elsewhere, on reasonable terms, of products covered by the contract;
2. By selling at excessive prices the products covered by the contract.

Article 7

1. Article 4 paragraph 2 *bis* of Regulation No. 27 of May 3, 1962, amended by Regulation No. 153, shall be annulled.

2. A notification, made on Form B1, of an exclusive rights agreement which does not meet the conditions of Articles 1 to 3 of the present regulation must, insofar as the said agreement is not adapted to those conditions, be completed before October 3, 1967 by sending Form B accompanied by its annexes, in accordance with the provisions of Regulation No. 27.

Article 8

Articles 1 to 7 of the present regulation shall apply by analogy to concerted practices of the category defined in Article 1(1).

Article 9

The present regulation shall enter into force on May 1, 1967.

The present regulation shall be binding in all its parts and directly enforceable in each Member State.

Done in Brussels, on March 22, 1967.

By the Commission
The President
Walter Hallstein.

(1) See *Board of Trade Journal* dated April 16, 1965 (pages 870-871).

(2) See *Board of Trade Journal* dated September 23, 1966 (pages 770-772).

(3) See *Board of Trade Journal* dated March 9, 1962 (pages 514-518).

(4) See *Board of Trade Journal* dated May 25, 1962 (pages 1121-1122).

(5) See *Board of Trade Journal* dated January 11, 1963 (pages 120-122).

Pye-Ling, Limited, have despatched to the French aircraft company Nord Aviation a complete order for vibration test equipment valued at £80,000. The picture shows the loading prior to despatch of one of the two high-powered amplifiers in the consignment. The amplifier is designed specifically for driving electro-dynamic shakers and has an output of 60kVA with an anode dissipation of 100kW.

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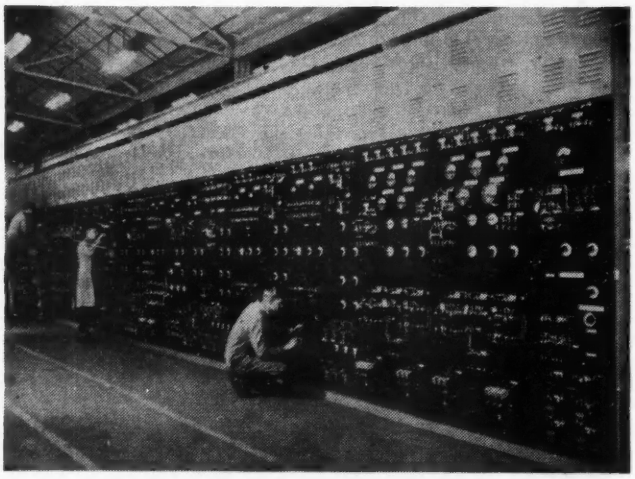
FRANCE

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of March 29 announced the following amendments to the French customs tariff:

Tariff No.	Description	Tariff Rate Per cent
35.02	Albumins, albuminates, and other albumin derivatives:	
II	Other:	
a	Ovoalbumin and lactoalbumin:	
1	Dried (in sheets, flakes, crystals, powders, etc. . .	12.8 (P)
2	Other	12.8 (P)

(P) This duty shall be suspended for such time as, in pursuance of regulations laid down by the European Economic Community Council, an equalizing-tax scheme may be operated.



One of two control boards which are being supplied by Brookhirst Igranic (MI Group) for a new ironmaking plant in Northern Spain. The £15 million plant is being built by Ashmore, Benson, Pease & Company (Davy-Ashmore group) and Huntington, Heberlein & Company (Simon Engineering Group) for Altos Hornos de Vizcaya SA. The BHI equipment will automatically (or manually at will) control the charging of the blast furnace.

Import regulations for live animals, meat and meat products

THE FRENCH *Journal Officiel* of April 4 announced that the ban imposed on January 14, 1967, for the importation of live ruminants and pigs and for imports of meat, meat offal, alimentary fats and meat preparations, has been lifted for all counties.

Derogations will again be granted by the French authorities, and importers of meat and meat products must conform to regulations as laid down in a notice published in the *Board of Trade Journal* on December 12, 1966.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Imports of frozen beef

THE FRENCH *Journal Officiel* of March 25 announced that as from April 5 importers of frozen beef may apply for import certificates for the year 1967.

Importers are invited to send their applications to the Ministère de l'agriculture (direction générale de la production et des marchés, sous-direction des operations commerciales, bureau des autorisations commerciales), 3 rue Barbet-de-Jouy, Paris, 7e, together with evidence of previous exports of frozen beef since January 1, 1965.

Successful applicants will be notified of conditions concerning deposits with FORMA of security to ensure import of goods.

Global quotas for pears

THE FRENCH *Journal Officiel* of March 22 announced that pears (Tariff No. 08.06 B II) originating in and imported from all countries other than member countries of EEC and other than those listed in Article 86 of the *Arrêté* of January 30, 1967, may be imported between April 1 and May 31.

The fruit, which must conform to the quality standards 'Extra' and I as set out in EEC notice of April 4, 1962, will be imported according to the procedure laid down for liberalized products in a decision of January 30, 1967. The same procedure applies to Grade II fruit but the minimum price regime does not apply between April 1 and May 31.

Importers must conform to Ruling No. 80/60 of the Commission of the European Economic Community of July 31, 1963, concerning the quality control of fruit and vegetables imported from third countries.

The full French texts of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 36 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

FEDERAL REPUBLIC OF GERMANY

Foodstuffs regulations

FEDERAL GERMAN orders of March 14, 1967, amending respectively the Preservatives Order (*Konservierungsstoff Verordnung*), the General Order on Food Additives (*Allgemeine Fremdstoffverordnung*) and the Colouring Matter Order (*Farbstoff Verordnung*), all dated December 19, 1959, are published in *Bundesgesetzblatt*, Part I, 1967, No. 16, pp.337 to 351. The text of these orders (in German) can be seen at the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449).

PORTUGAL

Drawback of import duty on tanned goat skins

THE PORTUGUESE *Diaro do Governo*, First Series, No. 55, of March 6, 1967, published Order No. 22554, authorizing the importation under the drawback system of tanned goat skins for the manufacture of braids destined for export.

For the manufactured articles exported, the duties shall be refunded on the quantity of imported raw material which is necessary for their manufacture, less the amount of the duties which would have been paid on the waste remaining after manufacture had it been imported in the waste state.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

ITALY

Imports of livestock and meat products

AN ITALIAN Ministrial Decree published on April 5 announces the lifting of the foot-and-mouth ban of January 18, 1967, on imports into Italy of livestock and meat products from the counties of Hampshire, Dorset, Wiltshire, Berkshire, Surrey and West Sussex.

A previous notice appeared in the *Board of Trade Journal* on February 17, page 469.

YEMEN

Import regulations

ON MARCH 5, the Republican Regime's Ministry of National Economy, Yemen, announced a series of new import regulations to take effect from March 10. The regulations ban the import of cotton, tobacco, salt, petroleum products, cigarettes, bicycles, road building equipment, cookers, mills and water pumps, except through the ports of Hodeidah and Mocka on the Red Sea. Customs officials have been instructed to seize any such commodities imported by other routes.

The importation of cigarettes and matches has been banned except through the Government's national matches and tobacco company.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street (Tel. Abbey 7877, Ext. 2221), quoting reference number CRE/17883/G.

IRAN

New import/export regulations

THE NEW Iranian import/export regulations for the year 1967-68 were issued on March 26, having come into effect on March 21.

There are numerous differences, the changes in Commercial Benefit Tax (CBT) reflecting the continued policy in Iran of protecting local industry.

Major changes include additional charges on passenger cars and an increase in CBT on sports cars, motor cycles and motor assisted cycles.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3508).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R362 and R445, published in the Republic of South Africa *Government Gazette* of March 17 and March 31 respectively, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	M.F.N.	Preferential
R.362				
27.08 By the substitution for sub-heading 27.08.30 of the following:				
27.08.30 Pitch coke	lb.	Free		
27.14 By the substitution for sub-heading 27.14.30 of the following:				
27.14.30 Petroleum coke . .	lb.	Free		
R.445				
85.01.40 Transformers rated at 5 kVA or more and not exceeding 2,500 kVA, of a maximum working voltage of 37·5 kV.	No.	20%		15% UK
By the substitution for sub-heading 85.01.40 of the following:				
85.01.40 Transformers rated at 5 kVA or more and not exceeding 47,500 kVA of a maximum working voltage of 145 kV (excluding transformers rated at more than 15,000 kVA and of a rated secondary voltage not exceeding 500 volts)	No.	20%		15% UK

Prohibited imports

GOVERNMENT NOTICE No. 339, published in the Republic of South Africa *Government Gazette* of March 17, adds the following to the list of dangerous weapons whose import is prohibited unless they are imported under permit issued by the Commissioner of the South African Police:

Any 'crossbow' which is equipped with a trigger mechanism by means of which an arrow can be propelled, as for example, the 'Powermaster' crossbow, or any other crossbow which answers the description of the 'Powermaster'.

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GLASGOW	71 Buchanan Street, Glasgow C.1. City 6018/9
DUBLIN	109 Grafton Street, Dublin. Tel. 773440

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notices, 1967 (No. 3) and (No. 4), published as Rhodesia Notices Nos. 216 and 215 respectively on March 31, amend the Rhodesian Customs Tariff as follows:

Tariff Item No.	Item	Duty
	Rhodesia Notice 216	
76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.: By the repeal of paragraph (e) and by the substitution of: (e) Hessian, in the loom state	Free
323	By the repeal of the item and by the substitution of: (1) Models suitable only for use for vocational training, technical research or constructional work	Free
	(2) Apparatus for training in mouth-to-mouth or mouth-to-nose resuscitation	Free
	Rhodesia Notice 215	
143	By the repeal of sub-item (2) and by the substitution of: (2) Electrical cooking and heating appliances, including kettles and irons, not industrial:	
	(a) Cooking stoves incorporating ovens *ad val.*	27½%
	(b) Electric fires, of a domestic value or a free on board cost not exceeding £1 10s. 0d. each *ad val.* or each and, in addition *ad val.*	22½% £0 7s. 6d. 12½% whichever duty shall be the greater
	(c) Electric irons (excluding electric steam irons), of a domestic value or a free-on-board cost exceeding £0 15s. 0d. each *ad val.* or each	22½% £0 15s. 0d. whichever duty shall be the greater
	(b) Other *ad val.*	22½%

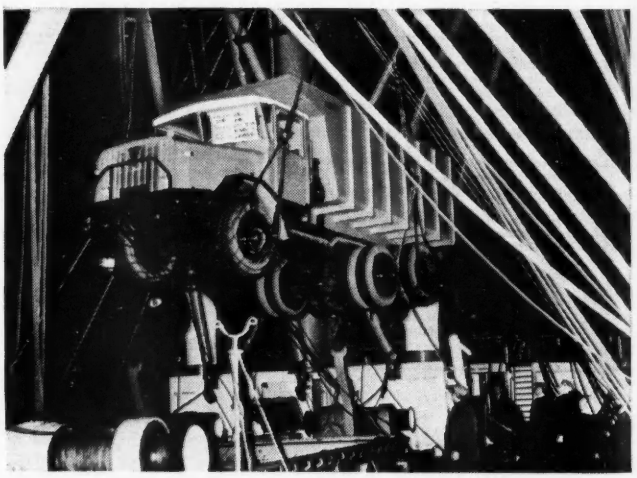
TANZANIA

Import licensing regulation

GENERAL NOTICE No. 575 published in the United Republic of Tanzania *Official Gazette* dated March 17 adds, with effect from March 6, the following item to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Division 05 – Fruit and Vegetables
054 1 0 Potatoes, fresh (not including sweet potatoes)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).



Some five months ago, Scottish Land Development secured an £800,000 contract for the supply of 100 AEC dumptrucks for the Zambian Government. As part of the contract these trucks had to be delivered to a closely programmed schedule as the trucks were required for emergency open cast mining operations which the Zambian Government were developing. The delivery programme was in fact completed three weeks ahead of the contract date. This picture shows the last vehicle being shipped from Glasgow.

CAMEROON

New import licensing regulations

THE FEDERAL REPUBLIC of Cameroon has announced the introduction of a new system of import licensing. In future, all imports, regardless of source, will require import licences. In order to gain licences, local firms must be registered with the Quota Commission. In order to qualify for this they must have an annual import turnover of at least 5 million CFA francs or a general trading turnover of at least 15 million CFA francs.

There is also a new system for apportioning shares of the total foreign exchange quota. Under it, the proportion of the total quota received by an individual firm is directly proportional to its turnover.

A translation of Decree No. 67/DF/81 introducing the new regulations may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ZAMBIA

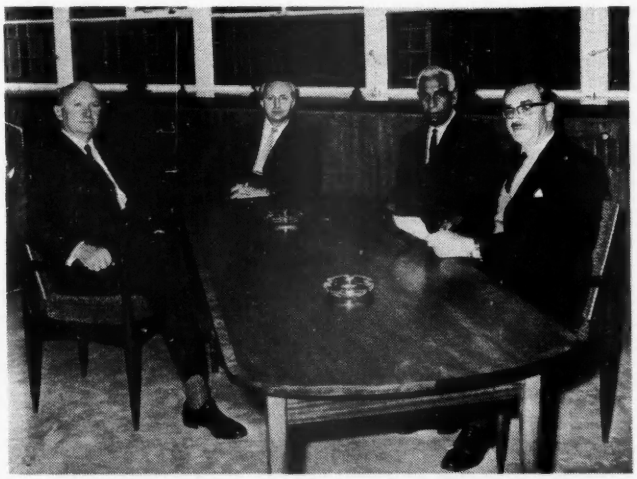
Imports by parcel post

A NOTICE WAS published in the *Board of Trade Journal* on March 31 informing United Kingdom exporters that the Zambian authorities would ban with effect from April 30, 1967, the importation of certain items by parcel post.

The First Secretary (Commercial) at Lusaka has now reported that there are two exceptions to the ban:

(i) Books sent under book post, i.e., one volume limited to 6¼ lb. in weight, and

(ii) Personal gifts valued at less than £25 may continue to be sent by parcel post after April 30.

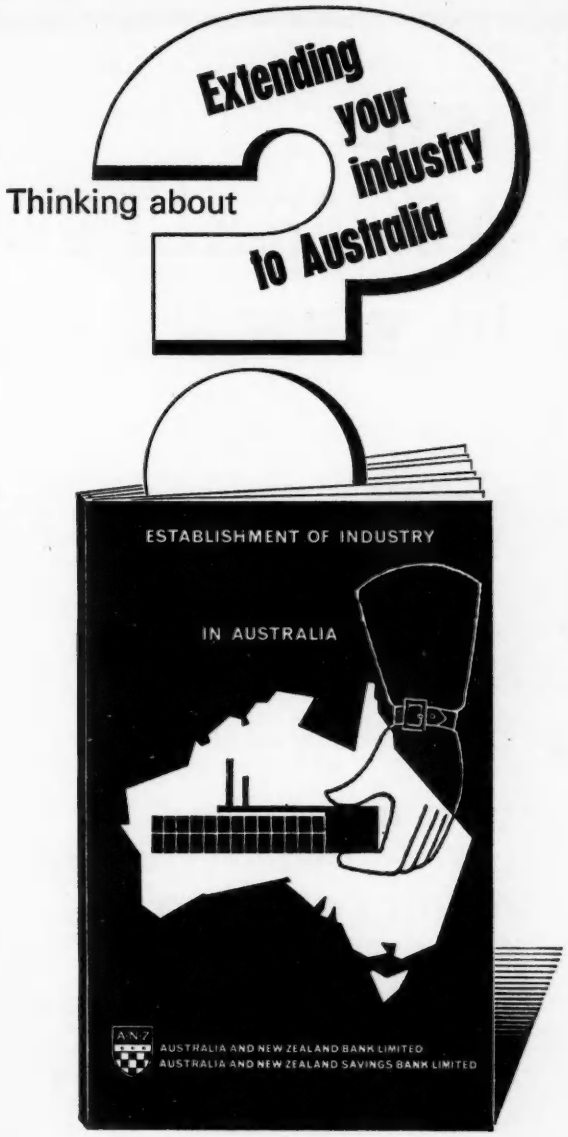


Mr. Hector Poole, recently-appointed chairman of BDH South Africa (left) and Lt.-Gen. S. P. Bhatia, newly-appointed vice-chairman of BDH India (second right), who are on independent visits to the headquarters of BDH Group Ltd., London, met Mr. F. W. Griffin, BDH Group managing director (second left) recently. For both visitors it was their first opportunity of studying the operations of the parent company at first hand. Also seen in the picture (right) is Mr. R. E. B. Rollo, managing director, BDH (International) Ltd., the organization which co-ordinates the overseas activities of BDH Group Ltd.

SINGAPORE

Removal of quantitative restrictions

NOTICE TO Singapore Importers No. 17 of 1967 dated March 28, 1967, includes an announcement to the effect that from March 1, 1967, the importation of seamless tubes and pipes of iron, except cast iron, is no longer subject to quota but to specific licensing only.



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AUSTRALIA

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on March 10, 1967, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **sodium carbonate (soda ash).**

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations, temporary additional protection in the form of a price support duty has been imposed.

This new duty does not apply to goods in transit on, or before, February 24, 1967.

Further details will be published as soon as possible.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **sodium carbonate (soda ash)** Tariff Item 28.42.190.

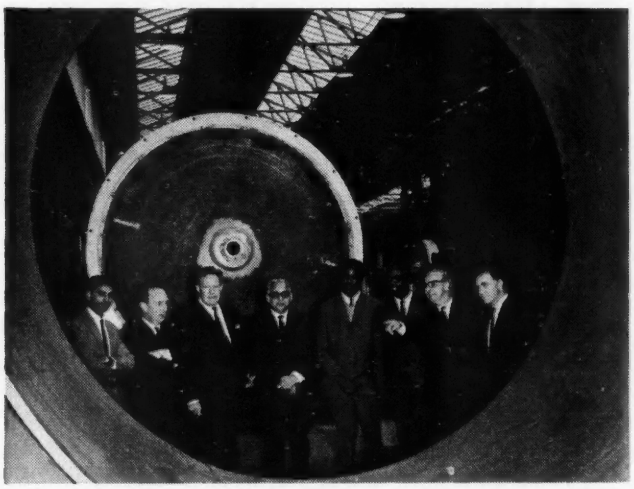
This reference is of departmental origin.

Details of the tariff item under which the above-mentioned goods are dutable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
28.42	Carbonates and percarbonates; commercial ammonium carbonate containing ammonium carbamate:		
28.42.1	Sodium hydrogen carbonate; sodium carbonate:		
28.42.110*	Sodium hydrogen carbonate; sodium carbonate decahydrate	25%	15%
28.42.190	Other	25%	15%

*Shown for information only – does not form part of the reference.

Note: A temporary additional duty in the form of a support value has been imposed on sodium carbonate.



A team of Commonwealth officials in the United Kingdom on a three-months Labour Administration course recently spent a day at the Wolverhampton works of Marston Excelsior, Ltd., a subsidiary of Imperial Metal Industries Ltd., to study the company's labour relations practices. The visit, arranged by the Ministry of Labour who have organized the course, is one of a number being paid to selected companies. Seen in the chemical plant department are, from left to right, Mr. W. F. Dore, St. Kitts, Mr. C. Westgarth, director and general manager of Marston Excelsior Ltd., Mr. A. W. Dunn, managing director of Marston Excelsior Ltd., Mr. H. R. Chhabra, India, Mr. D. V. H. Rosemond, St. Lucia, Mr. M. M. P. Maharaj, Fiji, Mr. J. R. Gallen, personnel manager, Marston Excelsior Ltd., and Mr. D. W. Grayson, personnel management adviser, Ministry of Labour.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 2. Before this date,** therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 928/67.

GUYANA

Importation of toilet soap

THE GUYANA Ministry of Trade has announced that import licences for the importation of toilet soap (with the exception of brands produced within countries which are signatories to the Oils and Fats Agreement) will only be granted if the price is above G$0.18 c.i.f. (Georgetown) per 3½ oz. tablet or the proportionate equivalent thereof.

Note: The signatories to the Agreement are Guyana, Trinidad and Tobago, Barbados, St. Lucia, St. Vincent, Dominica and Grenada.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the addition of the following articles to item 87(i) – Plastics (incl. PVC) – manufactures of:
Dish racks, draining boards, food strainers and colanders, chair sliders, extruded strips used in making furniture,

(ii) by the addition of the following new items:
137. Pipes, pitch fibre
138. Funnels, household
139. Chamber pots

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the above law:

Sterilized absorbent cotton and surgical and orthopedic bandages of cotton or other fabrics.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated February 3, 1967, page 306.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

AUSTRALIA

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TRINIDAD AND TOBAGO

Import licensing arrangements

THE BOARD OF TRADE have been advised that until further notice, no licences will be issued for the importation of the following items into Trinidad and Tobago:

(i) 899-01.01 Candles of tallow
(ii) 899-01.02 Candles of other materials

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

VENEZUELA

Import licensing restrictions

THE VENEZUELAN Ministries of Finance and Development have published a resolution in the *Official Gazette* of March 21, imposing import licensing restrictions on the following categories of metal hoops and strips:

Tariff No.	Description
681-06-01	For baling, packing and similar uses, including barrel hoops
681-06-02-06	Flat iron

This resolution entered into effect on March 21, but goods already in transit and covered by consular invoices or shipping documents endorsed on or before March 21 are exempt from the licensing requirements.

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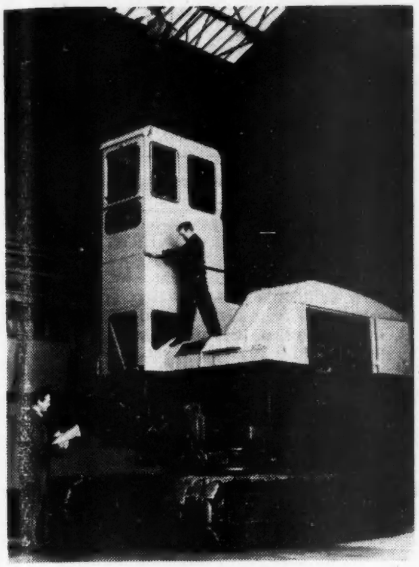

A Ruston-Bucyrus 30-RB excavator being dismantled for export to Ocean Island in the Indian Ocean. This machine is part of a £60,000 order for grabbing cranes recently received from the British Phosphate Commissioners. Photograph shows the removal of the high-vision cab before shipment. These special cabs were required by the Commissioners to enable efficient mining of the phosphate deposit which lies in steep valleys and crevasses to a depth of approximately 60 ft. Over 40 Ruston-Bucyrus excavators are currently operated by the British Phosphate Commissioners at their Pacific Ocean sites on Nauru and Ocean Island in the Gilbert and Ellice Group.

Two full ferry trailer loads each of nearly 3,000 Mary Quant 'The Ginger Group' dresses have recently arrived in Rome, one of Europe's more important fashion centres. Worth £20,000 net, the consignment was shipped by Continental Express via Channel Road Services, who specially converted one of their box-van TIR trailers to carry the dresses. Rails were fitted in two tiers, so that the dresses could hang free in their polythene bag coverings. As it is expected that these will be the forerunners of many such consignments to Rome, Paris and other centres, Channel Road Services intend to convert several more of their trailers for this specialized traffic. The door-to-door journeys to Rome took five days only.

A consignment of the drug AHG, used to treat patients suffering from haemophilia to make normal surgery possible, is loaded into a special cold compartment of a VC 10 flying to Boston on the morning of March 29. Developed and produced by the pharmaceutical firm Maws of Barnet, this consignment of 60 ampules is to enable American doctors to save the life of a pregnant woman in a Boston hospital. A permanent supply of the drug is kept in a refrigerator at London Airport ready to be flown anywhere in the world at immediate notice. The Boston consignment was sent following a late night emergency telephone call on March 28.

CANADA

'Made in Canada' ruling (1)

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes.

Of 'a class or kind made in Canada':

Plastic extruders with capacities of up to and including 8 inches (Ruling effective May 1, 1967).

Note:

1. The customary 30 days notice will not apply to plastic extruders with capacities of up to and including 6 inches which have been ruled previously to be of a class or kind made in Canada.
2. When this ruling becomes effective, the reference to plastic extruders in memorandum D51-14 dated November 26, 1964, will be superseded.

The above information is contained in Canadian Department of National Revenue Memorandum D.51-14-1 dated March 30, 1967.

'Made in Canada' ruling (2)

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':

2-methyl-4-chlorophenoxyacetic acid.

(Ruling effective May 8, 1967).

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-2. Dated April 6, 1967.

ICELAND

Calculation of customs duty

A NOTICE in the Icelandic *Official Gazette* of March 4, issued by the Ministry of Commerce, announces that for the purposes of the calculation of customs duties (which are based on c.i.f. values) the amount of freight paid for goods imported by air shall be reduced by 50 per cent. This measure takes effect from March 1, 1967.

To benefit from the above, goods must be cleared from customs and removed from the property of the airline within 10 days of the arrival of the aircraft concerned.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2305), quoting reference CRE 10627/G.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Activity at UK aerodromes (M)	7 April 1967
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Mileage and traffic (M)	31 Mar. 1967
Trade by air (6-M)	This week
Balance of payments (Q)	24 Mar. 1967
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N. Ireland (M)	7 April 1967
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Instalment credit business (M)	7 April 1967
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Motor trades turnover (M)	7 April 1967
Nationalized industries overdrafts (M)	7 April 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	3 Mar. 1967
Retail prices index (M)	31 Mar. 1967
Retail trade:	
Index nos. (M)	7 April 1967
N. Ireland index (M)	7 April 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	24 Mar. 1967
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	7 April 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	31 Mar. 1967
Cotton production (M)	31 Mar. 1967
Wholesale houses sales (M)	17 Mar. 1967
Wool exports (Q)	24 Feb. 1967
Wool output (M)	31 Mar. 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	10 Mar. 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	7 April 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	20 Jan. 1967
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	24 Feb. 1967
Official Receivers' offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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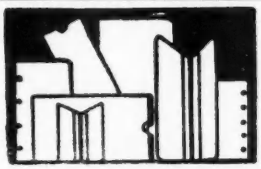

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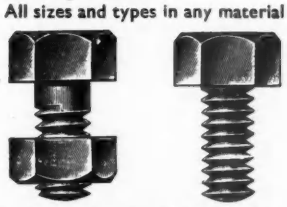

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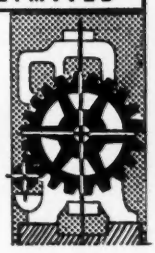

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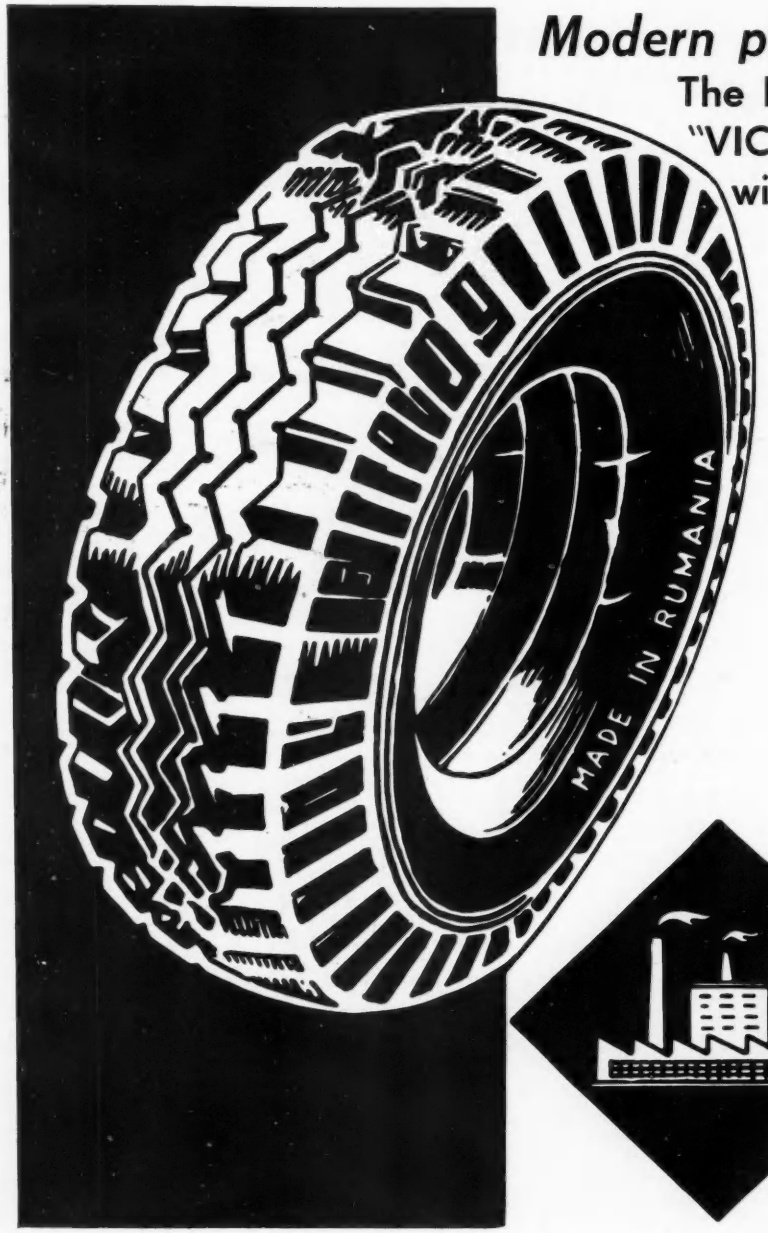

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